

## SOLUTIONS ENGINEERING & STRATEGY EXECUTIVE

Governance, Risk & Compliance Leadership | Cybersecurity Risk Management | Value-Driven Global Sales Enablement

Spearheading the development and delivery of cutting-edge cloud solutions and architect of internal systems and processes to power market penetration, profitability, and revenue growth. Fierce client advocate skilled at facilitating cross-functional alignment to land and retain customers and open new revenue channels. Sales and service strategist adept at introducing rigorous processes, eliminating inefficiency, and delivering a seamless partner/customer experience. Partner with global and regional sales leadership to develop SE strategies, ideas, and new opportunities that increase new customer global revenue while maximizing SE utilization through optimal organization design and metrics.

### KEY COMPETENCIES

Strategy Development & Execution  
Go-to-Market & Sales Strategy  
Customer Activation & Retention  
Process Development & Improvement  
Enterprise Risk Management Solutions  
Pre-Sales Discovery & Value Demonstration  
Global Team Building & Leadership  
Product Adoption & Utilization  
Technology & Product Roadmaps  
User Story Creation & Prioritization  
Market & Competitor Analysis

**Go-to Market Strategy & Execution:** Equipped global sales team at early-stage startup with pre-sales discovery and value demonstration process that catapulted revenue from zero to \$15M and solidified market recognition.

**New Market Penetration:** Built and led solutions engineering team to jump-start sales in third-party cyber risk management, grow revenue 200%, and achieve highest ranking in Gartner Magic Quadrant.

**Sales Enablement Excellence:** Upgraded pre-sales consultant team skills in governance, risk, and compliance offerings; amplified field sales capacity to deliver \$20M in new business for Oracle's public sector sales group.

**Thought Leadership:** Consistently tapped to articulate and evangelize value proposition for governance, compliance, and risk solutions at industry events including webinars, round tables, and conferences. Uniquely skilled at illustrating product benefits to develop business and enable partners.

### PROFESSIONAL EXPERIENCE

**Organization** • Location

2017–Present

*Software-as-a-Service (SaaS) provider of third-party cybersecurity risk management software and services.*

#### Vice President of Solution Architecture—Pre- & Post-Sales

Hired to build and lead global pre-sales solution engineering and post-sales consulting teams for early-stage, pre-revenue startup serving clients in diverse industries including financial services, healthcare, technology, and retail. Direct 19 staff across North America, Australia, Europe, the Middle East, and Africa. Lead partner enablement and certification.

- Formulated and deployed pre-sales discovery and value demonstration process to rocket revenue from zero to \$15M and earn entry into Gartner's Magic Quadrant for IT vendor risk management.
- Recruited and retained industry-leading risk practitioners to raise market credibility, surface, and leverage 3 new use cases, and grow average units sold per sale by 750%.
- Cut delivery time for security risk assessments 60% to refocus teams on higher-yield efforts, reducing customer churn 50% and raising compliance with service level agreements (SLA).
- Outsourced data collection and analysis to save \$700K for service designed to illustrate cyber-event risk.
- Tapped by Board of Directors to establish and lead post-sale client services team that decreased customer churn 20%, improved product utilization, increased Net Promoter Scores (NPS), and added new clients.
- Reengineered pricing model and crafted customer activation strategy to monitor service delivery throughout the customer lifecycle, reduce customer churn, and elevate product adoption.

**Organization** ▪ Location

2014–2017

*SaaS technology company providing third-party risk and cybersecurity program management solutions.*

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#### **Director of Risk Solutions—Pre-Sales**

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Hand-selected by CEO to step into newly created role building pre-sales strategy, structure, and team. Assembled, trained, and led 3-member pre-sales team.

- Spearheaded design of use cases and articulated value proposition for new product launch that earned highest ranking in Gartner’s Magic Quadrant for vendor risk management.
- Vaulted revenue 200%+ (from <\$5M to \$15M) with new team of skilled risk practitioners supporting regional sales team in prospecting and securing new clients.
- Developed, from the ground up, pricing structure for subscription-based model that boosted customer acquisition rates 100% in the first year and offered add-on features to drive long-term revenue growth.
- Architected and implemented robust sales enablement program to onboard, train, and certify new customer-facing employees to accelerate time to full productivity 3-fold and gain market share.
- Built and developed high-performance Australian sales and delivery team to drive profitability in new region and establish structure for operations that now represent 18% of total company revenue.

**Organization** ▪ Location

2007–2014

*\$39B computer technology corporation providing database software and technology, cloud-engineered systems, and enterprise software.*

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#### **Principal Solution Specialist—Governance, Risk & Compliance**

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Joined LogicalApps, a start-up governance solution provider to strengthen go-to-market value proposition. Retained by Oracle following acquisition within the North American public sector application sales organization. Led 8 staff.

- Built and led pre-sales team to steer Oracle’s entry into the governance, risk, and compliance market, architecting organizational structure and instituting sales training to drive capacity.
- Generated \$20M in revenue within 5 years with go-to-market and customer success strategies targeting public sector clients (Department of Defense and federal, state, and local government agencies).

**Organization** ▪ Location

2005–2007

*Subsidiary of the largest natural gas distributor in X.*

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#### **Audit Manager**

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Brought on to build first audit department. Drove exceptional performance in all regulatory reviews. Played key role in recovering \$250K in overbilling from vendor.

*Prior: Senior System Auditing Consultant at Company X and Implementation Project Manager at Company Y.*

### **EDUCATION & CERTIFICATIONS**

**Master of Business Administration (MBA)** ▪ University—Location

**Master of Project Management** ▪ University—Location

**Bachelor of Arts** ▪ University—Location

**Certified Third-Party Risk Professional** ▪ Granting Organization

**Governance, Risk & Compliance Professional (GRCP)** ▪ Granting Organization