



- A client facing, technology focused professional with 38+ years' experience, delivering actionable insight and strategies to empower executive-level decision making particularly around cloud-first strategy and new routes to market.
- Bob Wilson was a Managing Director (Partner) and one of the original executive leaders of Accenture's newly formed PE practice. He managed the growth, strategy, and execution of multiple private equity firms and is globally responsible for Accenture Private Equity Partners Ecosystem, including *Built revenue GTM with AWS, Google, Microsoft, Oracle, SAP, Snowflake, Data Bricks, Service Now, Salesforce, with annual revenues of \$3.6B.*
- Bob also worked at Amazon Web Services, AWS, as the Global Head of Private Equity for where he was responsible for the Cloud First growth, GTM and sales for portfolio clients. Prior to that, he worked as the Head of Americas for GSI Sales Channel at AWS and handled strategy and sales execution in the Americas for the \$20 billion global system integrator business. He co-authored the "Cloud First Strategy" with partners like Accenture, Deloitte, and PwC. Prior to AWS, Bob built the Red Hat Sales Channel in the Americas from inception to a multi-billion sales route to market including Cloud Providers and GSI's including Deloitte, Accenture and PwC.
- Bob also is as a board member, advisor, and limited partner for several PE & VC firms, including *Stage 2 Capital, GTM Fund, Kylra Capital and Ramp Equity*. Bob sits on the board for numerous software and technology startups including *Metify, Sendoso, and The Kernel*.
- Bob has an undergraduate degree in Business/Finance, an MBA and a Masters in International Business. A two-sport athlete in football and baseball, team captain, and 2nd Team All America, also he was in the Air Force ROTC program for 2-years, selected for the Fighter Pilot Program.