

Board Member/Advisor | Limited Partner | Private Equity| EVP Channels Sales

Seasoned leader with a history of conceptualizing high impact sales strategies and growing global partner and alliances portfolios to ignite business growth across multibillion-dollar technology innovation organizations.

Expertise in setting a vision into executable plans while building, leading, and inspiring world-class teams to drive bottom-line results for the organization. A strategic board member and advisor with a track record of providing insightful insights and valuable advice that influence strategies and empower decision-making at the executive level.

Core Competencies

Board Member | Private Equity | Venture Capital | Early-Stage Company | Board Advisor

Capital Markets | Financial Services | Global Sales & Channel Leadership

Professional Experience

Accenture – Boston, MA

2022 to 2025

Managing Director, (Partner), Global Private Equity, Ecosystems

Member of the original executive leadership team of the newly formed practice. Managing the growth, strategy, and execution of several private equity firms. Managing Accenture Private Equity Partners Eco-System with targeted revenues of **\$3.6 billion**. **Built revenue GTM with AWS, Google, Microsoft, Oracle, SAP, Snowflake, Data Bricks, Service Now, Salesforce.**

Amazon Web Services – Boston, MA

2019 to 2022

Global Head of Private Equity

2021 to 2022

Develop a cloud-first growth strategy and route-to-market for Tier 1 & 2 Private Equity Firms. Provide strategic consulting services to executive leaders (at portfolio companies), industry experts, and partners (GSI & ISV) throughout the cloud journey.

Head of Americas, GSI Sales

2019 to 2021

Managed the Americas Global System Integrator Business, a **\$20B business unit**. Managing a team of 100 people who were quota-carrying and client-facing.

OutSystems, Inc. – Boston, MA

2016 to 2019

EVP, Global Channel Sales & Ecosystems

Leverage leadership skills to steer a global team of 30 members (including 4 direct RVP reports) with a keen focus on overseeing channel sales initiatives and building strategic alliances for driving consistent business growth.

- Executive team member that led to the PE Investment by Goldman Sachs and KKR for \$360M with a \$2B valuation.
- Established "Channel of the Future" program for strategic alliances with **AWS** and **Microsoft** cloud group.
- Voted as Channel Chief by CRN Magazine for 2017 and 2019.

GE Digital – Boston, MA

2015 to 2016

SVP, Global Channels Sales

Devised effective strategies to manage global channel sales, including the eco-system of ISV's, global system integrators, integrated solution providers, and regional mid-market partners in North America, Europe, and APAC. Delivered leadership to execute a business operating plan of \$200M for FY16. Contributed to the successful implementation of GE digital's first global partner program.

Red Hat, Inc. – Boston, MA

2012 to 2015

Vice-President, North America Channels Sales

Delivered leadership to oversee North American alliance sales through a partner-led sales channel, including cloud service providers, such as **AWS, Google, and Microsoft**. Managed global system integrators and regional mid-market VARS/partners, consisting of Wipro, TCS, Accenture, Infosys, Avnet, Arrow, Insight, WWT, and SAP. Ensured management of enterprise, mid-market, and global accounts by leading NA channel sales teams.

- Expanded business unit growth from \$10M to \$2B within four years by overseeing North American alliances and channels sales.
- Built a North American team from 4 to 500 quota-carrying channel sales representatives while outperforming 150% of plan for three consecutive years.
- Elected as Channel Chief by CRN 2014.
- Successfully attained less than 3% employee turnover in three years.

Kronos (UKG), Inc., Chelmsford, MA **Vice-President, Global Channels Sales**

2009 to 2012

Led a team of 15 members to oversee global channel sales and alliance partner development for industry-leading workforce management, talent management, and HR/payroll software company. Created and implemented a partner-led revenue channel with software and solution consulting companies. Generated revenue growth by fostering productive relationships with Deloitte, Accenture, Infosys, Microsoft, Wipro, CGI, and ADP.

- Drove 9-times increase in business unit growth in two years (increasing revenue from \$9M to \$81M) by leveraging an indirect channel partner model.
- Introduced the first partner framework in the company's history by establishing Kronos connect partner program.

Board Experience

Metify

2024 to Present

Member, Board of Directors

Metify identified a huge gap in the market for an easy to use and intuitive bare metal provisioning solution that addresses these common pain points within data center environments.

The Kernal

2024 to Present

Member, Board of Directors and Advisors

The Kernel, headquartered in Greenwich, Connecticut is a technology advisory firm that seeks to identify, validate, invest, and deploy emerging technology for our global clients.

GTMfund – Austin, TX

2022 to Present

Limited Partner and Board Advisor, Fund I & II

Advise executive leadership on business plans, programs, and strategies to positively impact organizational growth. Influence decision-makers by delivering actionable insights based on comprehensive business and market trends analysis.

Stage 2 Capital – Boston, MA

2021 to Present

Limited Partner and Advisor, Fund II & III

Stage 2 Capital is a venture capital firm that invests in early stage B2B software companies and sits shoulder to shoulder with leadership teams to operationalize sustainable revenue growth and sales operations.

Sendoso, Inc. – San Francisco, CA

2021 to Present

Board Advisor

Acts as a Board Advisor to assist organizations with gaining new insights. Deliver advice for solving business problems while exploring new opportunities by stimulating robust conversations.

NetSpeak

2024 to 2025

Member, Board of Directors

NetSpeak is the creator of a Language-Enabled Network Assistant (LENA), which revolutionizes network management, utilizing natural language processing capability, internal system data (user manuals, implementation information), offering an intuitive, seamless interface for managing end user needs, administrator tasks

Additional Experience

Vice-President, Strategic Alliances | Open Solutions, Inc., Glastonbury, CT

Vice-President, Channels & Alliance Sales | Axentis, Inc., Cleveland, OH

Vice President of Strategic Alliances | Digital Guardian, Inc., Waltham, MA

Senior Director of Global Channel Sales | Concord Communications, Inc., Marlboro, MA

Vice President of Channel Sales and Alliances | Dirig Software, Inc., Nashua, NH

Direct Regional Sales Manager, Eastern US | Dome Imaging Systems, Inc., Waltham, MA

Direct Regional Sales Manager | General Scanning, Inc., Watertown, MA

Direct Sales Representative and Sales Manager | Marshall Industries, Wilmington, MA

Education

Master of Business Administration: Magna cum Laude | Southern New Hampshire University, Manchester, NH

Bachelor of Arts in Business Management | Assumption College, Worcester, MA

4 Years Varsity Football, Captain, 2nd Team All America, Air Force ROTC, 2-years, Fighter Pilot Program

Professional Development

Digital and Analog Circuitry | Harvard University, Cambridge, MA (Extension School)

AWS Certified Cloud Practitioner | Amazon Web Services | Cert ID Number: MMFWY3QBHF141638

CRN's list of Channel Chiefs in 2014, 2017 and 2019

Community

Founder/Chairman of the 5G Foundation that supports and helps children gain athletic and academic opportunities for college.