

Professional Summary

Results-driven Business Development Executive with 25+ years of experience in the computer networking and security industry, driving growth through strategic product management, go-to-market strategies, and channel partnerships. Proven track record of success in Fortune 1000 and VC-backed companies, with expertise in cloud computing, network security, and multi-channel marketing.

Professional Experience

Senior Vice President, Business Development (BD09)

Inazuma.co | 2018 - Present

Director, Enterprise Product Management

NovaTech Inc. (Fortune 1000) | 2015 - 2018

Key Achievements:

- Developed and executed product roadmaps, resulting in 30% YoY revenue growth
- Built and managed high-performing product teams, achieving 95% employee satisfaction

Responsibilities:

- Product lifecycle management
- Cross-functional collaboration with sales, marketing, and engineering

Head of Global Marketing

Pulse Security (VC-backed) | 2012 - 2015

Key Achievements:

- Crafted and executed go-to-market strategies, driving 50% YoY growth in new customer acquisitions
- Developed and managed multi-channel marketing campaigns, achieving 25% increase in brand awareness

Responsibilities:

- Demand generation and lead management
- Channel marketing and partner enablement

Managing Director

CyberGuard Ltd. (Founder) | 1995 - 2005

Key Achievements:

- Founded and grew the company to £1M in annual revenue within 3 years
- Developed and delivered bespoke security solutions for enterprise clients

Responsibilities:

- Overall business strategy and operations
- Product development and solution selling

Education

Bachelor of Science in Computer Science

University of Edinburgh | 1995

Technical Skills

Programming Languages:

- Modula-2
- C++
- Verilog

Security Technologies:

- Firewalls
- Network Security
- Computer Security

Cloud and Enterprise:

- Cloud Computing
- SaaS
- Enterprise Software

Marketing and Sales:

- Multi-channel Marketing
- Demand Generation
- Salesforce.com
- Lead Generation

Networking:

- LAN-WAN
- IP