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Sales and executive manager who has consistently delivered sales and partner revenue ranging from \$1M to \$400M, and met or exceeded customer satisfaction metrics.

Speaker and panelist at key mobile and CIO/IT events on topics including the Consumerization of IT, mobile commerce and Near Field Communication.

GLOBAL BUSINESS DEVELOPMENT & SALES LEADER

Strategic & Sales Planning • Innovative Account Penetration • Social Media Marketing
Account Management • Account Based Marketing • Alliance & Partner Management
Corporate Development • Negotiation & Closing • Channel Development

DOMAIN EXPERTISE

Financial Services • Data Center • SaaS • NFC • B2B • IoT • Mobile Payments • BPM

EXECUTIVE PERFORMANCE OVERVIEW

T³ CONSULTING www.t3consulting.co

2014 to present

PRINCIPAL CONSULTANT

Developed go-to-market plans including vertical market segmentation, Account Based Marketing strategy, channel strategy, performance metrics and VC funding support. Sample clients include:

Hootsuite
Social Media
Management

Fit-Pay
Mobile Payments
Platform

eyeHand
IoT - Introduction of
Wearable Smartphone

INSTANTMOBILE SOLUTIONS, INC.

2009 to 2014

Founder and CEO

Founded and led company to create a closed loop payment system and app (SaaS and mobile apps) for the higher education market

- Developed business model, acquired initial angel funding, hired management team, recruited blue chip Advisory Board and filed three patents
- Monetized the “Trusted Service Manager” concept by delivering a mobile wallet with student identity and payment functionality for college campuses
- Product visionary who developed and managed the product roadmap, user experience and system processes accessed through iOS, Android and Blackberry apps
- Created ecosystem of partner payment providers (e.g. Wells Fargo, Mercury Payments) to support mobile app-based purchase and donation capabilities

Expanded to non-profit donation apps

- Built a network of over 30 non-profit partners leveraging the platform and mobile app developed (CentralOregonCharities.org and Goodwill Silicon Valley)

SUN MICROSYSTEMS

2004 to 2008

Account Executive – Various Roles

- Consistently achieved up to 125% quota at named account – Charles Schwab
- Led team of sales engineers, consultants and partners to provide data center security services, server and network hardware and Solaris on x86
- Financial Services Subject Matter Expert for Western Sales Region

SIEBEL SYSTEMS, INC.

2001 to 2004

Director, Sun Global Strategic Alliance and Mobile Platform Alliances

Delivered \$400M in Siebel-license revenue while mentoring and providing leadership to teams of 20+ sales, marketing, and partner management professionals. Identified, negotiated, and executed strategic sales initiatives.

- Led field sales team in joint sales and marketing engagements including account-based sales, field marketing/lead generation, and customer satisfaction metrics
- Managed inside sales team to drive the Mobile Platform alliances with Microsoft, Palm and Kyocera

Led executive engagement with key leadership at Siebel and Partner companies to ensure go-to-market alignment and revenue attainment

CHARITABLEWAY

2001 to 2001

Vice President of Sales – Financial Services

Provider of hosted services (SaaS) for Charitable Remainder Trusts at Brokerages and Banks

- Established and managed first customer relationship with Morgan Stanley Private Wealth Management Group – first year revenue of \$2.2M
- Developed business model for Financial Services offering including revenue projections, target accounts, sales strategy, pricing, and marketing message
- Managed internal development of ASP service capability in conjunction with Engineering and Business Operations

COMMTouch, INC.

1998 to 2001

Vice President & General Manager - Strategic Accounts Sales

Provider of hosted email services (SaaS) for corporate web sites and channel partners

- Managed 300% growth in company head count and 50% Revenue CAGR
- Responsible for managing all facets of developing, launching and managing a B2B email business including: R&D, Operations, Sales, Marketing and Support
- Managed \$5M P&L and successfully delivered against all metrics
- Created and managed key account relationships with Microsoft and Go2Net
- Negotiated and sold outsourced relationships with MSN Portals for hosted email services

EDUCATION

Pepperdine University

The George L. Graziadio School of Business and Management
Master of Science in Technology Management

University of Southern California

Bachelor of Arts in Economics

AWARDS, PANELS & SPEAKING ENGAGEMENTS

Asia America Multi-Technology Association (AAMA) *"Technology in Your Hand: The Connected Consumer and Mobile Technology Trends in the U.S. and Asia"*

SF App Show *"Top 10 App"*

Office of the CIO <http://www.oocio.com> *"How Mobile is Consumerizing the Enterprise"*

San Jose Business Journal Emerging Tech Award *"Finalist in Mobile"*