

Lindsay Kadowaki

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SUMMARY

Operator who turns complexity into clarity. Translates across brand, business, and technology to design systems that work for people, at scale. Experienced leading teams, owning global initiatives, partnering with senior executives, and building relationships with just about anyone.

EXPERIENCE

Special Projects & Creative Experiments

January 2023–Present

Independent

Building fluency in frontier AI tools and integrating into practical systems that meet people where they are—making technology invisible so people can shine.

Global Strategic Programs Manager, Go-to-Market Strategy & Operations

March 2021–January 2023

Teradata

Reported to Vice President of Sales Operations; led global, cross-functional teams to deliver enterprise-level transformation initiatives from concept to launch, covering operations, sales strategy, enablement, technology applications and special projects.

- Rebuilt customer acquisition engine in 6 weeks, increasing lead-to-qualified-opportunity conversion 36% while improving deal quality and aligning marketing and sales
- Redesigned proof-of-concept offering, exceeding Chief Revenue Officer's target with 50%+ win rate and reducing time-to-revenue~20%
- Established accounting–sales partnership, accelerating execution by ~2 weeks while streamlining deal approvals and increasing compliance
- Led multi-platform redesign of order management system, eliminating manual work and delivering real-time pipeline reporting used weekly by Chief Revenue Officer
- Implemented new sales framework and created sales playbook, accelerating sales velocity for targeted customers and driving top-line revenue goals

Global Operations Manager, Go-to-Market Strategy & Operations

June 2020–March 2021

Teradata

Reported to Senior Director of Commercial Operations; led global, cross-functional teams and initiatives to optimize and scale Go-to-Market operating model and capabilities, and accelerate adoption.

- Owned key workstream for first enterprise-wide CRM (Salesforce) implementation, reducing time-to-quote 75% and approval time 40%, driving adoption across 900+ users
- Cut cycle time by ~1 month for highest-visibility deals by building and integrating a centralized collaboration platform and governance framework for strategic deal development
- Launched AWS Marketplace Private Offers, establishing strategic cloud partnership and reducing target deal closure from months to minutes
- Led key Salesforce integrations to deliver new capabilities in sales engagement, forecasting, and revenue planning as interim product manager

Management Consultant

April 2017–June 2020

Booz Allen Hamilton

Design and implement strategies that balance innovation with compliance for public sector clients. Focused on financial management, process design, and global execution to deliver improved decision making and operational readiness in complex, high-stakes environments.

- Orchestrated \$90M+ in critical tech integrations across 4 platforms for Navy headquarters organization, delivering mission-critical platforms and operational readiness within strict schedules
- Decreased Navy SEAL injury rates 20% and recovery time by 17 days by designing holistic Human Performance Program reporting that integrated data from 60+ sources
- Led prototype development and testing of mission critical systems for Pentagon's autonomous ships initiative, securing next-phase funding after 600+ hours of testing
- Developed \$100M+ of Congressionally approved budgets, orchestrating 95%+ execution rates across funding types to deliver requirements on time and under budget
- Accelerated acquisition cycle by 2 weeks through standardized templates and parallel workflows for testing and contract development, improving compliance and reducing procurement risk

EDUCATION

Bachelor of Science (B.S.), Finance
University of South Carolina