Mark Hary

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SALES MANAGEMENT AND BUSINESS DEVELOPMENT

Accomplished, entrepreneurial go-to-market and technology leader with a proven track record of shaping product vision, driving business innovation, building new markets, strategic partnerships, leading high-performing teams, and positioning organizations for competitive advantage and sustained revenue growth.

● Global Business Development	● Corporate Development and Integration	● Software as a Service (SaaS)
● Go-To-Market (GTM)	● Strategic Partnerships	● Contract Negotiation
● Executive Leadership	● Enterprise Sales	● Customer Success

EXPERIENCE

Metamoto, Inc. (acquired by Foretellix Ltd)   **Redwood City, CA**
Head of Sales - SaaS, AI/ML   **2019 – Present**
- Recruited to join the executive leadership team, successfully positioning the company for acquisition by Foretellix in October 2020.
- Leading Business Development, Sales and Customer Success for cloud-based simulator startup for autonomous vehicles.
- Built global sales channel partnerships with distributors in Japan, Germany, UK and India.
- Increased sales productivity by developing customer acquisition playbook across company

Vonzos Partners   **Los Gatos, CA**
Executive in Residence   **2019**
- Referred into the EIR program, sourced and nurtured investment opportunities with 50+ SaaS & technology startups — building deal flow, driving due diligence, evaluating GTM strategies, mentoring founders, and advising & refining the pitch.

minds.ai   **Los Gatos, CA**
Vice President, Sales - AI/ML   **2016 - 2019**
- Recruited during pre-seed investments to lead Sales and Business Development for a novel deep learning framework for massively scalable training of neural networks across multiple GPUs.
- Developed sales playbook and negotiated contracts with undisclosed Fortune 500 companies, catapulting ARR from $0 to $2M in 24 months.
- Key member of investor roadshow team for raising seed round funding.

2d3 Sensing, Inc. (acquired by Insitu/Boeing)   **San Mateo, CA**
Director, Business Development - SaaS   **2000 - 2015**
- Co-founded SaaS technology start-up focused on bringing motion imagery interoperability to unmanned vehicles. Powering the migration to secure and seamless digital video surveillance / reconnaissance and automated retrieval, analysis, and sharing of media-based intelligence and analytics.
- Managed $10M ARR with 25 - 40% YoY revenue lift with 10X compound annual growth over 14 years.
- Led Business Development, Sales, and Product Management teams across the US, and developed GTM strategy for managing video and metadata from drones within the defense industry
- Built and managed software delivery, customer support and training, and the solutions software team.
- Developed and managed early adopter relationships with Raytheon, Northrop Grumman, and General Dynamics; leading to a $5M IDIQ contract with U.S. Navy.
- Active member and key contributor to industry boards — defining and executing strategic plans and speaking regularly as a thought leader at industry events to drive product-market adoption.
- Established facility security clearance and ITAR compliance programs, paving the pathway to new revenue from direct sales with multiple defense agencies.

BOARDS

2d3 Sensing	Board of Directors (2000-2015)	San Mateo, CA
Saint Andrew's Episcopal School	Board of Trustees (2012-present)	Saratoga, CA
Silicon Valley Chapter of AUVSI	Board of Directors (2008-2011)	San Mateo, CA

TECHNICAL SKILLS

- Enterprise Software: SalesForce
- Data Analytics: Jupyter, Tableau, Machine Learning (Python, Keras, TensorFlow), SQL
- Software Development: AWS, DevOps, Node, JS, C++ (https://github.com/markhary)

EDUCATION

Executive MBA Candidate, Santa Clara University	Expected 2022
MS, Aeronautics/Astronautics, Stanford University	2001
BS, Mechanical Engineering, Santa Clara University	1997