

Chief Commercial Officer Profile

Accomplished commercial executive with expertise in strategic vision, go-to-market execution, and revenue acceleration across technology and financial services sectors. Proven track record of commercializing innovative solutions, building high-performance sales organizations, and developing durable enterprise client relationships.

Recognized for translating complex technical and financial concepts into clear, compelling value propositions that drive adoption, market penetration, and sustained growth

Career Highlights

Strategic Commercialization & Revenue Growth

- Led commercialization of a proprietary technology platform, generating multimillion-dollar recurring revenue within a short timeframe across enterprise and government clients
- Successfully penetrated highly regulated, risk-averse markets by aligning financial ROI with operational outcomes, securing large enterprise engagements

Clinical Validation & Market Credibility

- Revitalized and executed a clinical validation strategy, resulting in acceptance in a leading peer-reviewed journal
- Established a new standard for commercial credibility through cross-functional collaboration and technical leadership

Market Expansion & Enterprise Development

- Built and scaled a healthcare-focused division, securing adoption across major health systems and expanding into acute-care environments
- Drove growth by aligning technology performance with cost-avoidance and operational efficiency models

Innovative Program Development

- Designed and launched a workplace financial wellness business line within a large financial institution, creating a new non-interest revenue stream
- Redefined go-to-market approach across HR and Treasury buyer channels

Intellectual Property & Innovation

- Co-inventor of two U.S. utility patents related to balance sheet optimization and employee benefit structuring

Professional Experience

Technology & Manufacturing Company

Chief Commercial Officer

- Led commercialization of a proprietary environmental technology platform, achieving rapid revenue

scale and enterprise adoption

- Built the organization's first structured value proposition, translating technical capabilities into measurable financial outcomes
- Established and led a performance-driven sales organization, including hiring, go-to-market strategy, and pipeline development
- Developed all marketing, technical positioning, and client-facing materials to support complex sales cycles

Healthcare Division (Subsidiary Launch)

Chief Commercial Officer

- Selected to build and commercialize a newly formed healthcare division
- Directed clinical validation strategy, including hiring clinical leadership and coordinating research, regulatory, and publication efforts
- Secured multi-site enterprise adoption and expanded deployment across hospital systems
- Personally led enterprise sales, implementation, and market positioning efforts

Large National Financial Institution

Managing Director, Corporate Banking

- Founding team member for a new corporate banking platform, significantly exceeding growth expectations
- Built and managed a ~\$1B client portfolio, advising executive leadership on capital strategy and strategic transactions
- Generated significant annual revenue through integrated credit, treasury, and advisory solutions
- Identified market opportunity and launched a new financial wellness platform, leading cross-functional execution

Global Financial Institution

Senior Vice President

- Built a corporate client portfolio through targeted business development and executive engagement
- Rapidly advanced through leadership ranks based on consistent performance
- Developed trusted C-suite relationships by delivering strategic, solutions-oriented advice
- Simplified complex financial products into actionable business solutions, improving client adoption and retention

Leadership & Expertise

- Strategic Planning & Go-To-Market Execution
- Revenue Growth & Enterprise Sales Leadership
- Product Commercialization & Innovation
- Financial Solutions Design & Advisory
- Client Relationship Management
- Operational Scaling & Team Building

Board & Professional Involvement

- Board Member, Regional Economic Development Organization
- Board Member, Major Performing Arts Organization

Education & Credentials

- Bachelor of Business Administration in Finance
- Former FINRA Series 7 & 63
- Co-Inventor, Two U.S. Utility Patents