



Todd Yancey

Sales Leader with Proven Record for Accelerating Growth

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SUMMARY

Visionary and Charismatic leader who can formulate strategies and drive execution for high-impact global sales, marketing, business development, and partner alliances.

Expert at multi-channel sales to gain competitive advantages, exceed revenue, and profit targets. Equally successful within Startup, Rapid Growth, Turnaround, pre-IPO, and public companies.

High performance in senior executive presentations, skilled negotiator, and deal closings with a 20+ year record of accomplishments for delivering exponential revenue growth.

WORK EXPERIENCE

2015 - **Founder and Chief Revenue Officer**

Current Investor Services

Led the Strategy, Sales, Marketing, Product, and Operations for cloud-based fintech platform with over one million accounts and \$11 billion in assets.

Recruited and managed a team of 32-Engineers building a fully automated API-driven solution to transact digital accounts for Financial Institutions.

2013 - 2015 **VP Strategic Alliances (ISVs & OEMs)**

SAP

Strategic sales, marketing, and technology relationships with HP, Oracle, and Trizetto to ensure competitive differentiation for AI, Analytics, Data, and IoT.

2009 - 2013 **Strategic Alliances (ISVs & OEMs)**

IBM

Directed the strategic joint sales, marketing, services, and technology partnerships for AI, Analytics, Data, and Statistics solution.

- 2010 awarded #1 Business Unit Worldwide Revenue achieving 555% of plan.
- 2011 awarded #1 Business Unit Worldwide Revenue achieving 128% of plan.
- Strategic sales to Oracle, HP, BMC, Concur, Epicor, Jack Henry, and Symantec.

2007 - 2008 **VP North America and Asia Pacific**

Vovici (acquired by Verint)

Directed North America and Asia Pacific sales and marketing teams for customer engagement solution that turns feedback into action that drives business results.

- Led a team of 12 Sales Reps and 4 Sales Engineers.
- Net new sales to Best Buy, Cisco, Dell, Disney, GM, Intel, Oracle, Sony, State Farm, and Walmart that increased revenues over 230%.

2002 - 2007 **SVP Worldwide Sales**

Instantis (acquired by Oracle)

SaaS-based solution for managing, tracking, and reporting on People, Processes, and Projects for C-level initiatives.

- Hired team of 12 Sales Reps, 8 Sales Engineers, and 6 Consultants that delivered over 100 net new customer wins and \$42 Million in revenue.
- Enterprise-wide deployments to Abbott, Anthem, Ashland, Baxter, Cardinal, Chemtura, Cigna, Credit Suisse, DuPont, Eli Lilly, France Telecom, Hexion, Ingram Micro, Lockheed Martin, McKesson, Motorola, Quest Diagnostic, Schlumberger, Tyco, Verizon, Wells Fargo, and Xerox.

- 1999 - 2001 **VP Sales**
Versata
Built the sales and implementation groups for West, Midwest, Southwest, Canada, National & Enterprise Accounts, ISVs, System Integrators, and IBM Worldwide.
- Hired team of 20 Sales Reps, 12 Sales Engineers, and 35 Consultants.
 - Achieved Top Revenue worldwide in 1999, 2000, 2001.
 - Grew revenues in 1999 from \$379K over \$20 Million in 2000.
 - Enterprise-wide deployments with ADP, Allianz, Bank America, Boeing, CF, CP Ships, Chicago Title, GE, PMI Group, Sears, United Defense, and Weyerhaeuser.
- 1998 - 1999 **VP Sales & Marketing**
Dynasty Technology Group a Wincor Nixdorf Company
Conducted due diligence on the viability for enterprise application development tools targeting Microsoft, UNIX, AS/400, and Tandem NonStop platforms.
- 1995 - 1998 **General Manager Developer Tools**
Fujitsu Software
Guided Fujitsu's North America and Europe application development tool products, sales, marketing, support, and business development groups for Microsoft, UNIX, and Mainframe platforms.
- Established key Strategic Partnerships and Technology agreements with Microsoft, Intel, and Oracle which resulting in over a 300% year-over-year revenue growth.
- 1987 - 1995 **Value-Added Territory Manager**
Micro Focus, Inc
Spearheaded all global sales and marketing for ISVs, VARs, and Integrators.
- Formed strategic partnerships with American Software, CA, D&B Software, Infor, Informix, Novell, Oracle, PeopleSoft, Sterling Software, and Sybase.
 - Received "Circle of Excellence" in 1993 and 1994 for exceptional revenue and profit contributions.
 - Restructured Micro Focus' UNIX business to a "Per User License" that resulted in over a 650% increase in revenue and profit for 1993.
 - Achieved 1991 Worldwide Highest Net Revenue award for generating the highest percentage of net profit.

EDUCATION

- 2016 - 2017 Massachusetts Institute of Technology
- 2008 - 2009 Stanford University

Bachelor of Science in Business and Communication

Vanguard University of Southern California