

Tim Igo - Executive and Professional Timeline



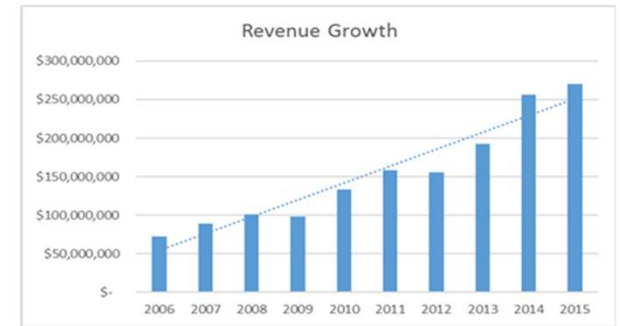
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HIGHLIGHTED RESULTS AND ACCOMPLISHMENTS:

- Revenue growth from \$50M to \$273M as an Executive Team Leader at AdvizeX
- Experience scaling organizations, Talent, Systems, and process for Growth
- \$50M P&L Responsibility as General Manager
- 241% YOY EBITDA Growth as General Manager
- Delivered Professional Services Revenue growth at a CAGR of 37%
- Turned around Unprofitable Midmarket Business Unit from (\$250K) loss to \$1M in EBITDA
- Midmarket Product Sales Revenues growth +349%; Services Revenues Growth +146%
- #1 Sales Rep in company for 5 Consecutive Years; Presidents Club Winner
- Develop SLED Vertical from Startup with \$0 Revenues to drive over \$100M Revenue (TCR)



Proven Leadership Track Record of Growth

	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	
Company	Winn Street Equipment							Foster Miller	AdvizeX Technologies																		
Ownership Structure	Entrepreneurial Family Business							Private Ownership	Private Equity Roll Up	Private Equity					Corporate Ownership	Management Buyout and Ownership					Public Company						
Job Title	Manufacturing Machinist							Design Engineer	Inside Sales Rep	Sales Account Executive			Director Government and Education Sales					Sales Manager	Vice President Professional Services	VP of Operations	Vice President and General Manager						
Functional Experience	Manufacturing, Distribution, Transportation							R&D	Inside Sales	Sales - B2B, SMB, Midmarket, Enterprise			State Government, Higher Education, K12, Local Government - SLED Sales					Midmarket Sales Manager	Professional Services, Solutions, PMO, Sales	Operations	GM- GTM, P&L, Sales, Services, Operations						
Technology:	Materials, Fabrication, Assembly, Systems							Robotics Protechnics	Information Technology					Infrastructure	Applications	Data	Security	Mobility	Cloud								
Industry Experience	Manufacturing, Distribution, Transportation							Govt R&D	Healthcare, Manufacturing, Financials, High Tech			Government, Education					Financial Services, Healthcare, Manufacturing, SLED, High Tech, Services, Retail, Distribution, Service Provider										
Corporate Projects	Strategic Planning, Market Assessment, Culture, Talent, Succession Planning, Technology Assessment, CRM, Sales Process and Tools, Professional Services Catalogue, Board of Directors																										
Management Skills:	Sales, Strategic Partnerships, Customer Relationships, Revenue Growth, Profit Maximization													P&L Management, Talent Management (Attract, Onboard, Develop, Grow, and Retention), Succession Planning, Governance and Controls, Policies, Process, Procedures, Scaling for Growth													
Business Situation:	New Business Development				Startup				Accelerated Growth				Turnaround				Transformation				M&A Transition and Integration				Accelerated Growth		
Sales Skills:	Sale Process, Negotiation, Demand Generation, New Market Penetration, Install Base Management, Consultative Selling, Enterprise Account Sales, Customer Service, Quota Attainment													Creating Culture of Winning, Sales Incentives, Forecasting, Quota Attainment, Revenue Growth, Sales Pipeline Management, Sales Process, Negotiation, Closing, Business Development, Market Segmentation, GTM Strategy, Sales Rep Hiring and Onboarding, Customer Satisfaction and Service, Performance Improvement, Strategic Partnerships and Alliances, Account Penetration, Profitable Revenue Growth													
Leadership Skills:	Expert Leader 1st time manager, Pace Setting Leadership, Process and Tools to Scale							Leading Experts, Managing Managers, Alignment for Execution							Driving Organizational Culture, Organizational Change, Governance and Controls							Leadership Style - Visionary, Coaching, Mentoring, Directive, Result Orientation					
Education	Worcester Polytechnic Institute Bachelor Science Engineering											Babson College Masters in Business Administration (MBA)						Organizational Leadership				Harvard Exec Edu					