

Stephen E. Silva

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VICE PRESIDENT OF SALES

Network Solutions: Hybrid Cloud | Data Center | Security | E2E Wired and 5G architectures,
Cloud Solutions: SaaS, IaaS, PaaS, UCaaS, Managed Services | Cybersecurity | Data/Analytics | IOT and AI Platforms
Collaboration | Workflow-Automation | Authentication | Platform Integration | Regulatory Compliance

PROFILE:

I'm an accomplished Fortune 100 Sales Vice President, with entrepreneurial drive, deep customer C-level relationships and the ability to develop, motivate and lead an organization to achieve a common vision. My passion for growing businesses and developing high performance sales teams has driven transformational growth and customer success.

I'm a strategic hands-on leader, hunter, closer, coach, and trusted partner with strong operational discipline!

Leadership:

- Global VP of Sales at Fortune 100 Company delivering 40% annual growth
- Developed and led matrixed Sales and Channel organization serving 50 States and 13 Countries - Managed and grew P&Ls throughout my career ranging from \$50M to \$3B in Revenue
- Established new sales Teams and rejuvenated sales and channel organizations up to 400 people
- Establish Channel & Strategic Alliance Ecosystem with Channel, Industry Partnerships, ISV, SI, Resellers & Agents
- PE Experience, 2 IPOs, \$7B in M&A activity, and 4 Joint Ventures
- Served as an VP, EVP and CTO in 3 Fortune 100 Companies
- President, GM and CRO in 6 Tech startup subsidiaries

Business Growth:

- Grew Cisco's Cloud and network solutions and services from \$2B to \$5B annual revenue
- Grew Startup Enterprise SaaS Services from \$50M to \$500M annual revenue
- Established Pursuit Teams that aligned our Company and Partners winning global top 35 accounts
- Personally closed over \$1B in strategic complex Cloud solutions, and professional services contracts
- Disrupted incumbent Tier-1 competitor with bundled solutions winning Fortune 500 accounts
- In collaboration with leadership my organizations have averaged 40% annual growth
- Orchestrated cross functional sales programs combining Direct Sales teams with Strategic Alliance Partners
- In collaboration with leadership teams, led strategic planning, execution, cross-functional teams and initiatives resulting in Enterprise Logo wins, and \$B's of ARR. Sample of my new business wins, expansions and partnerships include:

Enterprise

- Allstate
- State Farm
- Quicken Loans
- Berkshire Hathaway
- Kawasaki
- Oakley

Telecom

- AT&T
- Verizon
- T-Mobile
- Comcast
- Charter/Spectrum
- Cox

Tech

- Google
- Microsoft
- Amazon
- Cisco
- Fortinet
- Palo Alto Networks

Enterprise Verticals

- Finance and Banking
- Insurance
- Call Centers/BPO's
- Retail Consumer Goods
- Consumer Services
- Healthcare

Industry Relationships

- Executive industry spokesperson for events, media, analyst and customer forums
- Launched annual segment specific Customer and Channel CXO Thought Leadership Forums
- Served on over 12 Industry Boards & Advisory Groups
- PE Experience, 2 IPOs, \$7B in M&A activity, and 4 Joint Ventures

Customer, Culture and Collaboration Champion:

- Customer advocate that can coach the customer and company to the right business outcome
- Managed Customer and Partner CXO's from ideation through integration, and deployment of new services
- Chief Customer, Solution, and Culture Evangelist: Inspire, educate, lead by example, listen, learn, respect, value add, helpful, humble and hustle! There is no success without customer success, personal accountability, and team
- Customer and Partner CXO Strategic Planning & QBRs (performance, current activities, and future projects)

Sales Operational Principles focused on execution and customer satisfaction:

- Establish cross-functional GTM team with Sales, BU's Marketing, Operations, Finance and Legal
- Best in Class Sales Disciplines: Detailed account planning and reviews, results-oriented engagement plans, operational governance structures and policies, real-time KPIs, pricing strategies and Contract management

KGPCo: Vice President GTM Strategy, Sales & Strategic Alliances

(2021 – Current)

Developed GTM strategy and sales organization facilitating a \$3B Telecom Company's entrance into the Cloud, SaaS and 5G Marketplace. In collaboration with senior leaders, directed a cross functional team across Business Units, Marketing and Operations to align resources and drive strategic sales initiatives.

- Achieved \$400M in new business TCV and \$75M in New Revenue in less than 12 Months
- Exceeding 42% annual growth, 120% attainment, including 20% organic growth through account management
- Established Pursuit Teams that aligned our BUs and Channel Partners to win Security Fortune 500 Logo Accounts
- Managed C-Level engagements guiding company, customer and partners from ideation to deployment of new solutions and services
- Updated Sales Operations; policies, procedures, systems, KPI's, comp plan and sales team development
- Started a motivated healthy sales culture based on personal accountability, team, collaboration, achievement, company & customer Success
- Trusted advisor and industry influencer driving business transformation for our company and customers
- Launched Turnkey Cloud/Security based services with Cisco, Fortinet and Palo Alto Networks, disrupting competitors and winning dozens of Enterprise Logo accounts
- Coached and managed 3rd Party business partners to ensure holistic integrated solutions

Advance Cloud Solutions: Executive Vice President of Sales, GTM Strategies & Partner Ecosystems (2015 – 2021)

In collaboration with Leadership, launched new Enterprise and Midmarket Cloud/SaaS and AI GTM strategies and initiatives that accelerated annual growth beyond 40% and ahead of market expectations. Directed a cross functional team to lead company transformation, streamlining processes and aligned company resources to ensure customer success and retention.

- Managed P&L and grew Cloud/SaaS solutions and services from \$50M to \$500M annual revenue
- Developed comprehensive GTM Ecosystem program that included Direct Sales, Inside Sales, Channel and Alliance Partners, System Integrators, and 3rd Party Developers that focused on our strategic growth targets
- Successfully established new business vertical for FinTech, Telecom, Healthcare and Consumer Services,
- Introduced new product and service bundles that disrupted market leaders and built sustainable momentum
- Rejuvenated and retooled sales organization developing high performers and recruiting best-in-class talent
- Launch "MIP" Margin Improvement Program through cost reductions, ancillary product and services sales
- Established Infrastructure-as-a-Service program that accelerated sales by simplify customer operations
- Created and managed Executive Sponsor Program bringing our senior leadership closer to our C-level customers
- PE experience: Go-To Board, Industry and Investor presentations, influencer and spokesperson

Cisco Systems: Global VP of Sales - Service Provider & Enterprise Network Architectures

(2006 – 2015)

Led Global Sales Organization and cross functional team reversing Cisco's hardware commoditization and growing Telecom, Security and Cloud Services Revenue from \$2B to \$5B. Directed matrixed Sales organization with multiple BU's, serving 50 States and 13 Countries

- Developed comprehensive business plans, GTM strategies and initiatives winning all global top 35 accounts
- Launched new business verticals, growing from Zero to #2 in market share in less than 3 years
- Won global market-share with competitive Security and SaaS strategies differentiated by Customer engagement
- Established Pursuit Teams that aligned our Company and Partners to win strategic fortune 500 accounts
- Personally closed over \$1B in strategic complex Cloud solutions, and professional services contracts
- Executive spokesperson for industry media, community, analyst and customer Forums
- CEO's go-to leader for Service Provider C-level engagements
- Led annual segment specific Customer and Channel Thought Leadership Forums

Summary of early career:

Served as EVP of Network and Software strategy & development at Comcast, and CTO at Charter/Spectrum. In addition, I was President, GM and CRO of 6 Corporate Tech subsidiaries focused on Software, Security, Data Center, and Network solutions.

My value add is my ability to develop competitive business strategies, drive major initiatives, build highly effective sales teams, hunt & close strategic deals, and enable cross-functional team success. While my executive roles may validate my abilities, I am most proud of the teams I've built and worked with, and a long track record of accomplishments helping companies to grow in a competitive industry.