



PROFESSIONAL BIO

As a Senior executive with over 20 years of experience, Lisa Indovino has provided the steady leadership and impetus for companies to reach the next level of success. Within a variety of industries and operating environments, including turnarounds and high-growth operations, she has driven wholesale improvements and built scalable foundations that paved the way for both immediate and long-term results.

In her most recent position as the Senior Vice President of Digital Data Solutions for Innodata, Lisa directed all aspects of a \$45M, 8-country division with over 3,300 team members. She was recruited by the CEO specifically to provide strategic direction for a company in a heavily transitional phase, with an emphasis on customer and partnership building initiatives. In less than 2 years, Lisa has made a significant impact on the direction of the company by creating a major account sales organization, a marketing operation and accompanying lead generation program, and a partner network with other technology companies. She has generated multiple double-digit improvements to date and established a framework for Innodata to achieve year-over-year success in key areas.

Previously, as the Director of Global Strategic Alliances with KPMG, Lisa was brought on board to expand on the firm's top-priority Alliance Enterprise goals centered around Cloud, Data & Analytics, and Transformation solutions. Leveraging her prior partnership experience, she created an Enterprise Solutions Alliance business and spearheaded expansion of KPMG's partnership with Thomson Reuters, leading to a breakthrough \$18 million revenue increase within 3 years. Lisa earned recognition from the firm's upper management team for her relationship building efforts with alliances, partners, and stakeholders. As a Principal Consultant with Clear Mountain, Lisa established a consulting firm to help start-up companies and small businesses go from small-scale ambitions to think and act on a larger scale, with a focus on developing actionable, strategic business plans.

With Deltathree, a pioneering VoIP telephony company, Lisa held the dual roles of Chief Revenue Officer and Executive Vice President, with full P&L responsibility for all revenue generation functions. Reporting to the CEO, and leading 8 separate departments, she repositioned Deltathree in order to capture market share within the rapidly growing broadband market. To this end, Lisa transformed the entire business model and instituted multiple sales / distribution channels for the company's partners, including alliances and resellers. She met and exceeded all revenue goals while driving double-digit gains in both gross margin and cost reduction.

Prior to this, as a Director of Strategy and Business Development with Lucent Technologies, Lisa built a 3+-year record of stand-out achievements that included an ISV and ASP partnership program, a partnership plan for the Brazil operation that led to 200% growth, and a strategic alliance with International Network Services that paved the way for a \$3.7 billion acquisition. Her early career as VP of Sales with Northern Business Information further highlighted her ability to drive breakthrough results, as she instituted a new strategic direction that directly led to triple-digit growth and its acquisition by industry leader McGraw-Hill.

Among the multiple experience and skills that Lisa brings to the table, her true strength is her ability to build an ecosystem of strategic partners and alliances – both within and external to an organization. Lisa is instinctively aware of the power that alliance and partnership building has on the success of a technology product organization, and she places a premium on establishing, cementing, and nurturing relationships that drive long-range outcomes. She is keenly interested in leading-edge solutions such as Artificial Intelligence, Machine Learning, and Data & Analytics, and she keeps abreast of emerging technologies through ongoing research. Lisa is a confident, driven, and passionate leader who has built a stellar record of achievements that illustrates the value she brings to each employer.

Lisa Indovino earned her Bachelor of Arts in Economics from Smith College and her CA-AM Certification from the Association of Strategic Alliance Professionals. She can be reached at 973-650-7428 or via email at lindovino5@gmail.com.