**Lisa J. Indovino**

Montclair, NJ ⬩ 973-650-7428 ⬩ lindovino5@gmail.com ⬩ www.linkedin.com/in/lisaindovino

Transformational Business Builder

Business Development, Alliance Management & Partner Leader

**Revenue generator and growth driver in disrupted enterprise environments**. Entrepreneurial approach to working with Partners teams to solve client’s primary business challenges for maximum product reach. Comprehensive experience leading cross-functional teams, global strategic alliances and innovative technology partnerships with a focus on driving revenue. Proven ability to access undefined circumstances and rapidly changing technology environments, then assemble the teams and execute the strategies for immediate and long-term business goals.

**Record of success in meeting and exceeding revenue, profitability, margin and customer satisfaction targets.** Experience in business and solution development, and strategic alliance partnership teams that deliver sustainable, recurring revenue growth. Sharp eye for optimizing revenue through both direct sales and 3rd-party partnership development.

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| * Change Agent & Problem Solver * Team Development & Coach * Go-To-Market Strategies & Enablement * Global Partner Relationship Management | * Drive Revenue Goals with Multi-Channel Strategy * Managed Services Providers & BPO * Partner Acquisition & Onboarding * ISV, OEM, VAR & GSI, MSSP, CSP Channel |
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Key Performance Highlights

**Apptio**

Increased partner sales by 38% in SaaS company. Scaling through reseller channel and AWS relationship ($200M TCV).

**KPMG**

Increased revenue with key Alliance over 8 times in 3 years, exceeding YOY targets by 20%.

**Lucent Technologies (Nokia)**

Established first ISV Partner Ecosystem to drive $50m+ revenue in year one.

Professional Experience

Digicert – Lehi, UT 1/23-4/23

VP, Partner Sales and Global Strategic Alliances

Hired to launch the Americas Partner team and the Global Strategic Alliances team of digital trust company to drive Partner led revenue on newly launched IAM and IoT solutions. Set strategy to partner with VARs, GSIs, CSPs (OCI, IBM and AWS), MSSPs and IoT providers to develop joint solutions and embedded offerings to generate NNACV.

Apptio – Bellevue, WA 8/21 – 1/23

VP, Global Strategic Alliances and Americas Partners

Built and executed Partner strategy for TBM and FinOps company. Lead team for Cloud, Reseller and SIs partners in Americas including Public Sector to drive NNACV with new logo and expansion teams. Created company mind share shift to a partner reseller motion for scaling business. Led Accenture, Cap Gemini, IBM, Big 4 and Cloud global relationships.

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| Partner Sales contribution | Accountable for significant increase in partner NNACV revenue by 38% YoY. Growth in all segments- reseller, LATAM, new logo, expansion, and public sector. |
| Cloud and Resellers | Built expanded reseller program through AWS and top Resellers (SHI, SoftwareONE) to accelerate channel business. GrewAWS business from $33M TCV to $200M TCV. |

Anaplan – New York, NY 1/20-8/21

GTM Lead Partner Ecosystem

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| Partner Sales & Strategy | Managed routes to market with Channel Partners for NE Region. Deepened relationships within Partner Ecosystem and field sales team to accelerate lands and expands to closure. Drove Partner strategy with sale. Increase pipeline by 20%. |
| Deeper GSI Relationship | Developed strategy and sales execution plan for Accenture and Deloitte GTM relationship. Increased pipeline from $1m to $10+m. in 6 months. Developed deeper Practice and Regional Partner leadership involvement for Mid- Market, Enterprise and Strategic accounts  1H’20 Partner Leader Award Recipient, Q3 ’20 MVP Award |

Innodata – Ridgefield Park, NJ 2016-2019

SVP, Digital Data Solutions

Sales and Delivery head for this global data enrichment services company. Drove revenue, profit, and GTM for solutions serving TMT, Healthcare, FSI and Legal enterprises. Executed strategy for this disrupted technology business, managing 18 direct reports in 8 countries. Improved profit margin by 5% across products and solutions. Key clients include Amazon, Thomson Reuters, Elsevier, Wolter Kluwer and Apple.

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| **Measurable ROI**  **New Solutions and Growth** | On-Boarded a multi-channel Global Marketing & Sales organization, ensuring immediate attention to key customers and new market segments. Improved pipeline by **8 times** while halting customer cancellations by **80%.** Grew size of proposed deals by **27%.** Increased RFPs by **20%**.  Pinpointed under-served market opportunities and developed new offerings for complex global accounts. Fostered partnerships with other technology companies to assist with account penetration; developed branded products for market segments. |
| **Customer First Growth Strategy** | Reoriented business strategy to reverse the passive approach and accelerate sales growth. Used customer data to focus the team on proactive sales, including targeting messages and identifying product gaps. Increased late-stage sales opportunities by **20%** and new logos by **15%**. |

KPMG LLP – New York, NY 2011-2016

Director, Innovation and Enterprise Solutions, Global Strategic Alliances

Held sales revenue accountability as General Manager of expanding alliance enterprise business around IAM and cyber security, GRC and Risk Consulting and ERP transformation. Executed on complex global technology alliances around governance, cross-selling, business development and channel sales enablement. Successfully optimized revenue with global partners- **Thomson Reuters** (led sell with relationship of this top client), **Salesforce, Flexera, SailPoint, RSA Archer and Blackline.**

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| **Global Partnership Building** | Led the strategic global relationship with Thomson Reuters and teamed with senior management to expand the alliance across all business units. Grew the alliance revenues by **8 times** in 3 years. |
| **Go-To-Market Strategy & Growth** | Created and executed GTM strategies to meet and surpass revenue goals, leading both short-term and long-range business development initiatives to operationalize joint solutions. Exceeded plan year-over-year by **20%.** Managed and enabled Partner's sales organization on joint solutions. |

Education & Credentials

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| **Exec Ed Program** | Strategic Alliances; Global Strategy – Wharton School of Business, University of Pennsylvania |
| **BA in Economics** | Smith College – Northampton, MA |
| **Certifications** | **CA-AM Certified, Association of Strategic Alliance Professionals** |
| **Entrepreneurship Judge** | Selection Committee, Draper Entrepreneurship Competition (funded by Silicon Valley VC) |