

EXECUTIVE MANAGEMENT—CEO, COO

Building profitable startups and divisions within established companies in new high-growth areas.

A creative, intensely driven, dynamic leader successful at envisioning, communicating and swiftly executing in domestic and international markets. Michael brings today's needed mix of creativity, product expertise and proven technology leadership skills to define, communicate and execute business vision.

Core Competencies

- Clear Strategic Leadership
- Cross Cultural Leadership
- Fundraising
- Recruiting Top Talent
- Creative Product Management
- Business Development
- Sales/Channel Management
- Rapid Learning/Adjustment

Expertise

- P&L Management/Improvement
- Operational Systems implementation
- Creative Design
- Sales Process Leadership
- CRM Process Implementation
- International Sales
- Solutions Sales & Delivery

Education

Manhattan School of Music

Opera Scholarship – Did not Graduate.
Left to perform on Broadway.

Boards

- Right Hemisphere – Board Member
- MD Labs – Investor/Advisor
- InfoWave – Board of Advisors

“Michael was the "missing link" that allowed Right Hemisphere to make the move to the "next level". His experience, drive, industry knowledge and connections have been critical elements enabling us to realize our vision of becoming the preeminent player in our domain.”

PROFESSIONAL HISTORY

SAP 2014 - Present

SAP Global IoT Go-to-market lead, Palo Alto, CA

Responsible for assembling and driving cross functional team of solution, marketing and sales leaders to drive IoT technologies and revenue across SAP's portfolio.

Impact: Developed overall SAP strategy approved by SAP board of directors, including go-to-market, M&A, financial plans and teams to drive 100M+ business in first year, currently at 120%+ of plan.

SAP 2012 - 2013

SAP Vice President, Supply chain 3D Visualization Solutions Palo Alto, CA

Responsible for all 3D Visualization solutions at SAP. (Solutions & GTM)

Impact: Successfully transitioned Right Hemisphere people and processes into various SAP divisions with less than 5% personnel loss and no loss of key executives. Delivered integrated product and GTM strategies that enabled SAP sales force and partners across the globe to drive 40% YOY growth.

Supply Chain Solutions North American Market Unit GM

For \$200M+ portfolio (2013)

Assembled cross-functional go-to-market team to drive pipeline and support sales in newly assembled product portfolio.

Impact: North American Unit grew pipeline from 2.5X to 4X in 9 months.

Member of SAP's Global Innovation Committee

MD Labs, Investor/Advisor

Toxicology laboratory using advanced medication monitoring and state-of-the-art technologies to provide insights into patient prescription adherence and improve treatment outcomes.

Impact: Built original business plan, model and metrics for Founders. Assisted in the hiring of legal and financial advisors and the corporate set up. Provided weekly guidance in building the business from \$0 to current \$25M run rate in 3 years.

Right Hemisphere, CEO (Acquired by SAP) Pleasanton, CA (2000–2011)

Transformed Right Hemisphere from a small tools provider for graphics professionals into the global enterprise software leader with Global 1000 manufacturers like Boeing, Caterpillar, Adobe and Nike as customers.

Jonathan Block, BS MA MFA CFP

“Michael is the sort of executive you love to work with. He is very approachable, and willing to engage to help his employees achieve the best for the organization.”

Kai Larson – Dir. Sales, Bright Edge

Impact:

- Developed a unique market space in Enterprise Visualization by combining product and enterprise business information
- Built an executive team of proven software leaders
- Created and communicated a clear strategy that scaled the company
- Closed 34 million in venture financing with Sequoia Capital, Sutter Hill Ventures, NVIDIA and SAP.
- Grew the company from a run rate of approximately \$1MM to over \$32MM
- Created the strategic relationships with Microsoft, Adobe, Oracle and SAP
- Completed successful exit with sale the company to SAP

Digital Ovation, Founder (1999-2000)

Envisioned using visualization technology to transform the way Broadway Theater was staged.

Impact: Developed a unique method for visualizing set piece transitions by projecting visualizations of the set in design and rehearsal phases to eliminate waste and improve quality. Delivered visualization solutions for National touring productions of Jeckle & Hyde and Caberet.

7th Level, Vice President of Production (1993 – 1998, IPO in 1994)

A video game and educational software development company founded in 1993. Developed over 30 award-winning products and was most famous for developing the three Monty Python games with the aid of Python member Eric Idle.

Impact: In charge of delivering products as well as building key relationships with Sony, Disney, IBM and others, he helped grow 7th Level from under 20 employees to IPO.

Professional Entertainer (1984 – 1993)

Prior to technology, Michael was a successful entertainer starting on Broadway in Les Miserable's, Jerome Robbin's Broadway and Fiddler on the Roof as well as dozens of regional productions. Michael also starred in NBC's General Hospital and appeared on numerous other television shows and commercials.

Opera Scholarship, Manhattan School of Music (1983-1984) left early to perform on Broadway.

Additional Skills: Graphics design, programming and User Experience Design, Guitar, Voice, Piano, and Tap Dancing – “Always useful”©