**Rick Pither**

Austin, TX | (512) 688-7328

pither2233@gmail.com | linkedin.com/in/rickpither

**SALES EXECUTIVE DIRECTOR**

Goal-oriented platform sales executive with extensive experience and a proven track record of developing and leading sales teams to deliver year-over-year business growth. Known for translating complex technical subject matter into digestible topics resulting in quickly building rapport and trust with prospects, customers and partners. Catalyst for strong, sustainable revenue advancement driven by seamless execution of pioneering sales and cross-functional marketing strategies. Influential change agent who thrives in fast-paced environments. Areas of expertise:

*Enterprise and Major Account Selling | Whitespace Account Penetration | Customized C-Level Prospecting | Territory Planning and Development | Coaching and Mentoring | Accurate Forecasting and Reporting | Tactical Execution | Strong Technical and Market Acumen | GEN AI, Cybersecurity, Cloud, and Networking*

**PROFESSIONAL EXPERIENCE**

**Stream.Security,** Austin, TX **2024-Present**

Stream.Security provides real-time cloud exposure detection; Cloud Detection and Response (CDR). $32M Series A funded company focused on Zero Trust cloud security, compliance, and threat detection.

**Head of WW Channels and Alliances**

* Promoted from US/LTAM management to global responsibility
* Built and launch channel and MSSP program; including partner portal and worldwide partner enablement
* Established partnerships with Clearscale, Guidepoint, e360, Myriad360, Redsis (LTAM), GlobalDots (Israel)
* Developed partner program that generated five close/won ***partner created*** opportunities with OG&E, CIBTVisas, Trinity Logistics, DAW Systems, BITA for $170K ARR

**Zscaler**, Austin, TX **2020 - 2023**

Zscaler enables organizations to securely transform their networks and/or applications for a mobile and cloud first world. We help to deliver fast and secure access to information no matter where it lives

**Channel, Southern US and LTAM**

* Achieved 114% quota attainment in FY2020; Achieved 109% in 1H FY2021; Multiple territory/segment changes in 2H FY2021 and FY2022.
* Built and launched new territory and daily management tool used by CAM’s worldwide; mentored various peers to accelerate ramping.
* Led US 10 of 12 quarters in Channel Engagement Metrics; Generated $12M in sourced pipeline; Nominated to Zscalers’ 1st Sales Advisory Board.

**SparkCognition,** Austin, TX **2017 - 2019**

SparkCognition is a global leader in cognitive computing analytics and develops algorithms and products to enable its customers to address some of the most difficult data science problems in their industry. Solutions are focused on failure prediction in IoT and malicious files/scripts/macros in the cybersecurity market.

**AI & ML Sales Director**

* Player/coach, managed cross functional team of BDR’s and account managers (6 direct/16 overlay).
* Launched Channel GTM plan; Built $16M pipeline in 12 months; Closed first 20 lighthouse customers and on boarded 8 channel partners.
* Featured in company literature as Cybersecurity thought leader; top rated conference speaker
* Changed sales process and developed a customer facing live competitive tool instrumental in numerous wins.

**SecureWorks**, Austin, TX **2016 - 2017**

Dell SecureWorks, is exclusively focused on protecting our clients’ digital assets against cyber threats. SecureWorks utilizes intelligent defenses that combine its proprietary technology, and recognized expertise.

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**Sales Director of Enterprise Accounts**

* Increased revenue 162% YoY; increased ASP, and average number of transactions per account manager.
* Built new territory planning sales book and penetration matrix for week-to-week accountability and customized sales cadences.
* Rebuilt west Enterprise sales team; Finished as #2 RD in the US; our team closed largest opportunity of the year at $8.3M TCV.

**VMware**, Chicago, IL **2005 - 2014**

VMware is a leading provider of multi-cloud services for all apps, enabling digital innovation with enterprise control. We work to harness the next wave of innovation and solve our customers’ toughest challenges through disruptive technologies, like edge computing, AI, blockchain, machine learning, Kubernetes, and more.

**Director of Strategic Alliance Sales**

• Authored sales engagement and enablement plan; launched and managed 2 businesses that grew to over $200M in revenue in 6 years.

• Managed a team of 3 global alliance directors and 12 regional and country managers to sell new co-authored new products.

• Maintained board level visibility; mentored by my two executive sponsors, CEO, Pat Gelsinger and COO, Carl Eschenbach.

**Global Account Manager**

• Sold numerous million-dollar opportunities to Foture 1000 companies like State Farm, Allstate, CNA Insurance, Motorola, First National Bank of Chicago, Walgreens, and Abbott Laboratories.

• Developed service-based assessment to help with operationalizing the product and driving follow-up revenue.

• Achieved 113%, 147%, and 136% in consecutive years and promoted to WW Director of Strategic Alliances.

**ADDITIONAL RELEVANT EXPERIENCE**

**McAfee,** Chicago, IL

**Regional Director, Central Region**

* Managed a team of 8 direct account managers and 4 system engineers in Midwest.
* Turned around underperforming region and grew revenues 150% YoY ($3.8M to $5.9M).
* Obtained CISSP - Cybersecurity technical certification; President’s Club winner.
* Co-authored one of the IT industries first sales enablement programs and implemented to 300+ account managers/SEs.

**HyAlto (Formerly AirVM),** Kanata, ON

**Senior Director, Americas MSP Sales**

Dissolved 2016 due to product scalability and lack of series B funding.

* Updated Channel and Marketing Program and managed 4 account managers (3 US and 1 EMEA).
* Sold $1M+ MSSP opportunity with Rackspace to allows Rackspace to offer their customers self-service virtual machine deployment.

**EDUCATION SELECT CERTIFICATIONS**

**Bachelor of Science, B.S. Management and** Marketing CISSP

Purdue University, Krannert School of Management VMware Sales Professional