



## **Brian Schlosser**

Brian Schlosser has 35 years of experience serving in technical, go-to-market, and leadership roles for organizations in the computer and software industry. Brian often leads organizations in critical periods that require turning the organization around or greatly improving their go-to-market effort. He is capable of building companies from the ground up, including forming teams, developing processes and procedures, raising capital, and preparing for strategic growth. At Attenex, he achieved profitability within six months, and developed and closed a \$5 million venture capital round. Within 12 months, the company grew to a multi-million-dollar profit and increased cash position beyond VC investment. Brian accelerated revenue growth to a rate of more than 1,200 percent over 2 years. The company earned the “Top Companies to Work For” award (Washington CEO Magazine, 2006) and “Fast 50, Rising Star” award (Deloitte & Touche, 2005). While CEO of Intellective (formerly Vega ECM Solutions), Brian doubled the revenue and size of the custom software development company with an EBITDA above 30 percent. He gained significant international experience in holding worldwide responsibility as a VP with the \$600 million Information Intelligence Group (content management) of EMC Corporation.

Brian holds a Bachelor of Arts degree from the New College of Florida.

He is the author of *The Forecast Fatale* (Liberty Editions, 2010) and several articles in national magazines on business, sales, and marketing.

### **Key Leadership Accomplishments**

Brian has performed multiple turnarounds focusing on revenue generation, and is experienced with Boards of Directors as both a CEO and independent member. He has also closed numerous multi-million-dollar software transactions for companies and built the teams to deliver them. Brian has integrated acquired companies using strong skills in people management, and implemented processes and systems across those companies including sales operations, engineering, financial, and others, resulting in improved profitability and reduced overhead expenses.

### **Summary**

- CEO, Executive VP, Board of Directors
- Enterprise software and SaaS specialties
- Go-to-market expertise in all aspects of the company
- History of turn around and high growth
- EBITDA improvements
- Strategic growth through M&A
- International experience