



E.M. “Eddie” Pasatiempo

Managing Director, Executive Services

Eddie has over 30 years of experience serving in C-suite operating roles for varying sizes of public/private organizations (from start-up to Fortune 100). His experience has primarily been in the high-tech industry, but he also has cross-industry expertise through several in-depth professional services engagements. Eddie has a track record of success in all phases of direct and indirect revenue generation and propelling growth, from ramping to re-igniting to retention to next-generation revenues. He is adept at developing, implementing, and executing business strategies that produce profitable outcomes and ensuring leadership teams are aligned to perform at their peak. His background has afforded him deep exposure to international markets (particularly the Asia Pacific Region), all sizes of organizations and their management teams, partner ecosystems, Boards of Directors, and investor stakeholders.

Eddie began his high-tech career with IBM starting in sales and moved to roles with increasing responsibilities over his 16-year tenure. He moved 10 times accepting promotions in product management, marketing, sales management (1st & 2nd line) and executive sales management (3rd line regional responsibilities), taking international assignments in the Asia Pacific region in strategy (Tokyo, Japan, and Singapore), operations (Hong Kong) and Country General Manager (Indonesia). Upon returning to the U.S., Eddie held executive roles and worked with publicly held high-tech companies in the Pacific Northwest from start-ups to turn-arounds, achieving successful outcomes/exits with each. In addition, Eddie has cross-industry consulting experience in construction, consumer retail, hospitality, insurance, banking, higher education, and non-profit organizations.

Eddie holds a Bachelor of Arts in Communications from the University of Washington. He has been inducted into the UW Communications Hall of Fame and recognized with the prestigious UW Distinguished Alumni Service Award in 2017. He is also an active member of the Seattle community who serves or has served on the Board of Directors of a dozen educational, humanitarian, and arts organizations, including Boys & Girls Clubs of King County, PAWS, Sound Health, and the University of Washington School of Arts & Sciences. As Seattle Office Associate Managing Partner at NextLevel, Eddie works directly with clients to structure and oversee engagement performance.

Key Leadership Accomplishments

- Re-ignited declining sales performance and achieved sustained year-over-year growth
- Created early-stage company strategy and developed organization that resulted in >\$1 billion valuation
- Developed Customer Success Strategy and Organization that was the model for the entire enterprise organization
- Integrated early-stage company acquisition to acquiring Fortune 100 Company

Summary

- SVP, COO, President, Board of Directors
- M&A Integration
- Business & Growth Strategies (Organic & Inorganic)/Transformation
- Improving Leadership Competencies & Top Team Performance
- Revenue Generation & Revenue Retention
- Customer Success Management
- Technology, Professional Services, Non-Profit, Higher Ed & Selected Cross Industries