



TREY
MEARS

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industrious
experienced
creative
results driven
leader

Experience, Skills and Philosophy Summary

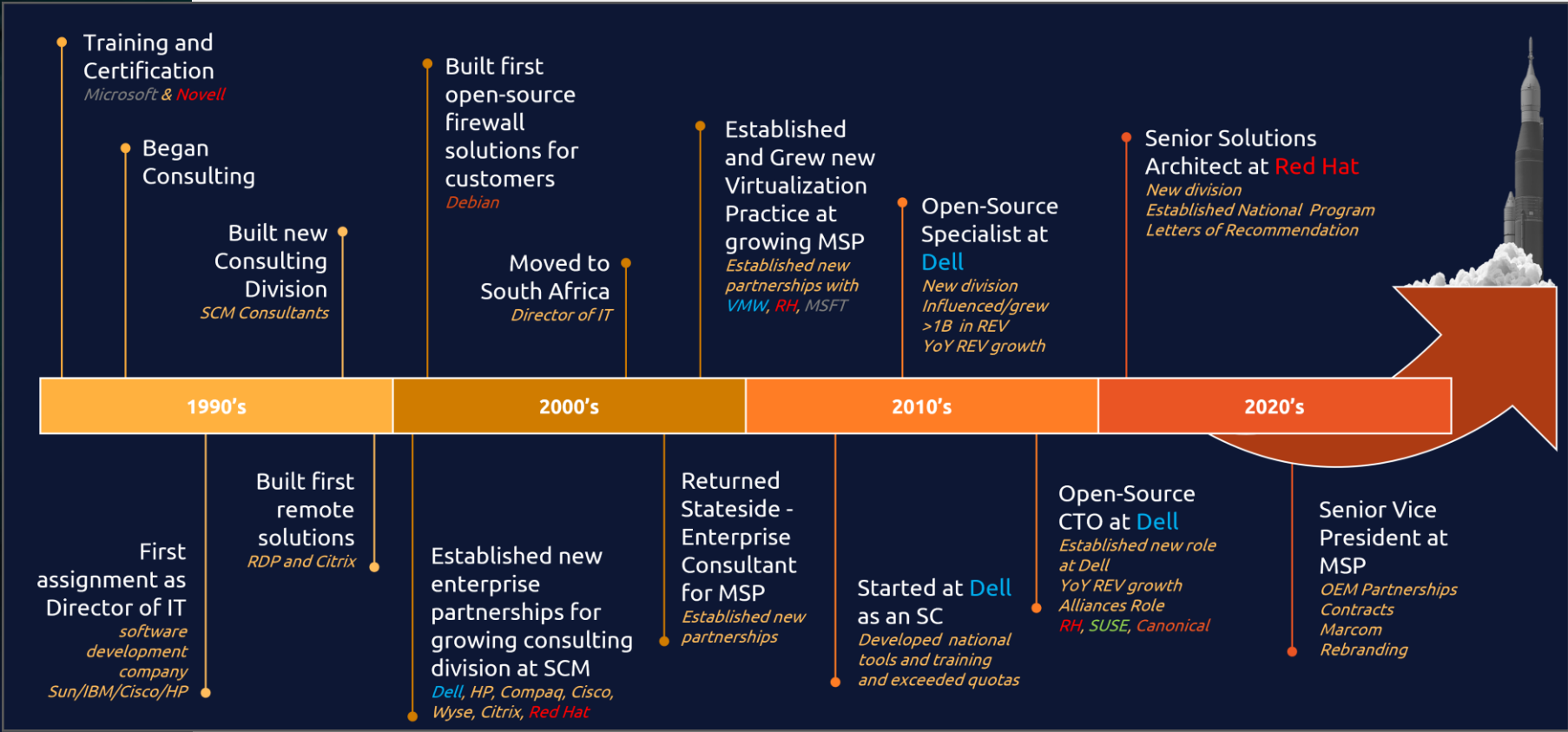
Career Roles	SVP, CTO, Senior Director, Director, Manager, Assistant Manager, Senior Architect, Architect, Practice Lead, Senior Consultant, Systems Consultant, Cloud Specialist, Open-Source Specialist
Sales	<p>Deliver on Target. Proven track record with exceptional results consistently overachieving on targets. I strive to add value and creatively create mutually beneficial outcomes, demonstrating an unwavering commitment to mutual success.</p> <p>Relational. I believe in a relational approach to sales, where there is a transfer of trust that drives mutually beneficial outcomes. I strive to be present and never underestimate the power of being in front of the customer with regularity and consistency while providing value to the organization. I enjoy finding out what makes my customer successful and enabling them to achieve it.</p> <p>Mistakes are opportunities. I have found that it is the unfortunate situations, poor outcomes, mis-steps, and mistakes that provide an opportunity to make an ally, irrespective of placing fault.</p> <p>Strategic. I am often relied on for my strategic expertise around planning and execution, including the ability to develop comprehensive go-to-market campaigns and effectively lead teams to execute on the plan.</p> <p>Resourceful. I know how to make the most of my relationships and resources that is demonstrated by leveraging and collaborating with cross-functional resources and teams for positive outcomes.</p> <p>Entrepreneurial. Over 30 years of experience building and managing business and teams from the ground up including complete responsibility for the P&L, operations and sales.</p>
Presales and Sales Support	<p>Experienced Architect. I have proven professional leadership with extensive experience in various leadership, technology, partnership and sales roles with service providers, partners and manufacturers.</p> <p>Solution Delivery. I spent over 15 years in technical service delivery where I designed, built and delivered enterprise solutions to customers and partners across the globe. I have led successful go-to-market campaigns, expanded customer LOBs, and led customer and partner events.</p> <p>Opportunity Influence. Led successful initiatives influencing >1.5B in REV.</p> <p>Motivational. I possesses strong presentation and communication skills where I thrive as a compelling speaker and motivator specializing in digesting and unpacking complicated technical concepts for distribution and delivery to broader audiences. I have been sought out as a speaker and leader for regional, national, and international events, large conferences, seminars and sales kick offs.</p> <p>Author. I have authored hundreds of engineering white papers, guides, playbooks, briefs, battlecards, best practices, dashboards, and marcom assets for internal and external consumption.</p> <p>Deliver on Target. I have a proven track record in pre-sales resource with exceptional results where I consistently overachieved on targets with YoY growth and LOB expansion.</p>
Strategy	<p>On Mission. I have a strong strategic background built on sound methodologies and experiences where I leaned into sound strategy and direction to assist teams to stay on track, keep on mission and deliver mutually beneficial and outstanding results. I am methodical yet creative leader, with a passion for communication, data and documentation. Communication and commitment are key to effective strategy execution.</p> <p>Proven Methods. I utilize known business tools such as kanban boards, self-serve repositories, calendars, roadmaps, business reviews, brainstorming, SWOT, and demand the regular collection and evaluation of accurate and relevant data that serves the strategy.</p>
Channel	<p>Experienced. I have been working in the channel and with partner organizations for over 30 years. I have experience working with hardware, software, services, LVAR, VAR, MSP, ISV, HSV, OEM organizations to deliver mutually beneficial outcomes and solutions.</p> <p>Value. I consistently seek out opportunities to add value and create mutually beneficial outcomes, with an unwavering commitment to success.</p> <p>GTM. Proven experience developing comprehensive go-to-market plans in the channel and with partners and effectively leading teams to execute them.</p> <p>Relational. Relationally driven leader and sales maker promoting a transfer of trust that drives mutually beneficial outcomes. I strive to be present and never underestimate the power of being in front of the partner with regularity and consistency while providing value to both organizations.</p> <p>Collaborative. Complete collaboration to drive complete GTM, MarCom, branding, events, training, enablement and sales that align with the partner strategy that drive mutual success and strengthen and grow the partnership.</p>

For more info, to schedule an appointment, or download my resume/IDP:
www.treymears.com

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Leadership	<p>Experienced. I have proven professional leadership experience with building and leading teams that work together to frame, execute and deliver on customer vision and strategy with the accompanying tactical methodology. I believe in failing fast and taking responsibility. This makes room for quick adjustments to tactics and strategy that deliver on the overall vision. I believe in creativity, flexibility and adaptability.</p> <p>Diverse. My unique and diverse journey, combined with my wealth of experience, knowledge, and leadership skills, make me an outstanding candidate for roles where a strong and experienced leader is needed.</p> <p>Enabler. Decades of experience enabling and training teams of engineers and sales makers. I creatively excel at removing obstacles for outcomes.</p>
Mentorship	<p>Mentor. Mentoring is forever a function of leadership and successful leaders. I have mentored and coached dozens of friends, colleagues, young professionals and teenagers. I have also been mentored and coached by well respected leaders and colleagues.</p>
Direct Reports	<p>Experience Leading Teams. Throughout my career I have leaned into leadership and responsibility and have had the pleasure to lead dozens of small and large groups, teams of people, leaders and colleagues.</p> <p>This includes experience starting at a young age where I managed McDonald's restaurant. I excelled and built leadership skills where I maintained complete restaurant responsibility including directly managing up to 100 employees. My team leadership experience continued throughout my career where I managed technical teams of engineers and colleagues both directly and indirectly in 5 of my previous 8 roles.</p> <p>Elevate People. Experience with workforce planning, management, career goals, individual development plans, coaching, mentoring, skill development and performance management. I seek to understand and elevate others.</p>
Travel	<p>Agile. I reside in the beautiful Pacific Northwest 12 minutes from the airport or train station. I enjoy travel and meeting new people. All of my previous professional roles have required substantial travel of up to 80%, and often included international business travel.</p>

Career Timeline and Milestones



Customer Success and Experience

Experience making an impact with global organizations

TM Mobile

PayPal

GAP

AT&T

NORDSTROM

servicenow