



# MICHAEL MCLAREN

Sales Leader

## PROFILE

Results-oriented software sales leader offering **20+** years of experience leading key growth initiatives in the information technology (IT), computer software, and telecommunications industries. Known as an expert in leveraging technology to deliver innovative, high-quality, cost-effective solutions. Visibility across corporate entities with management experience in Engineering, Finance, Marketing and Sales. Committed, competitive, and articulate with a proven progressive career reflecting strong management experience that builds and leads highly motivated teams that exceed aggressive quantitative business objectives. Able to translate complex technologies into business case outcomes in CXO level engagements.

## CONTACT

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+1 (415) 894-2628

WEBSITE:  
[www.nuventis.com](http://www.nuventis.com)

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## HOBBIES

SCUBA  
Boating  
Swimming  
Bad Golf

## EDUCATION

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**UC Berkeley**  
**Haas School of Business**  
1994 - 1996  
MBA in Technology Management

**Rutgers University**  
**School of Engineering**  
1987 - 1991  
BS Material Science (Ceramic Engineering)

## WORK EXPERIENCE

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**Nuventis Founder**  
2017–Present  
Providing enterprise class sales strategies and execution assistance in order to help customers break into next level accounts

**Nokia AVP Sales**  
January 2016–February 2019  
Responsible for artificial intelligence enhanced automation platforms where sales targets of \$100M+ were exceeded each year. Customer saved \$1.5B from our solution.

**Nokia Sales Director**  
April 2011–December 2016  
Grew account from \$20M to \$45M during tenure. Exceeded targets each year selling self service applications for customer service and automated workflow solutions for call center and field techs.

Other Companies Including **Corning, Lucent, Warner Bros. Proquent**

## SKILLS

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- CXO Relationship Management
- Sales Management
- Software Sales (Hunting, Farming, Negotiations)
- Automation / Artificial Intelligence / Machine Learning
- Creative Deal Structures (Outcome Based)
- Account Based Selling