



Founder, Senior Strategic Consultant



John Riley

John serves as President, and Strategic Consultant with a focusing of accelerating adoption of new and disruptive technologies.

In his previous roles at technology integrators, he was responsible to create various products and service offerings, and subsequently go to market strategies.

With over 25 years of technical and business experience with various industries and technologies, John brings unique and broad experience to the table.

John is passionate about technology and its possibilities, examining trends to understand subtle and disruptive market shifts.

BIO

John's experience includes over 27 years of Information Technology in various disciplines and roles. With 15 of those years designing solutions, migrations and roadmaps for organizations.

For almost a decade, John's has been helping technology manufacturers, resellers, and end users accelerate their understanding, sales, and adoption of new technologies. Understanding BOTH the technology and business aspects, and being able to translate true unique value and competitive advantages has been John's unique value. Connecting the dots with technology trends and how it can help businesses succeed, this is John's passion.

John's experience with Solutions Integrators include roles from engineering to Chief Technology Officer with a focus on building the various product and services offerings of the company. This included sales enablement and acceleration through mentoring and creating of go to market strategies.

John's is a true 'hybrid' with technology and business experience. With this experience, he has provided strategic technology and business direction and for many industries and verticals.

Major Professional Highlights

- ▶ Specialize in New Product Introductions including all sales enablement and acceleration activities.
- ▶ Sales acceleration course design, development and delivery.
- ▶ Success in building (and re-building) multiple solution integrators in U.S and Canada
- ▶ In depth knowledge of networking, communication, and data centre technologies
- ▶ Design and Build of Managed and Support services including support and operation centres.
- ▶ Assisted large technology manufacturers to achieve their sales goals with a new product line through training and GTM strategy

About John...

John enjoys camping, traveling and billiards. Reading choices include various Business articles, books, technical journals, and the many blogs that feed his insatiable appetite for knowledge in technology and Market trends. Almost any device that has a blinking light is of interest to John.

John lives in Ontario, Canada with his wife and two dogs.