

MIKE HERDER - Software and Consulting Executive

Productive, Profitable and Fun

Atlanta, GA

E: mike@bigogreadvisory.com



CURRENTLY:



Managing Partner: 7/20 - Present

After years of serving large corporations, I seek to matter differently and more directly. Big Ogre Advisory brings “**productive, profitable and fun**” to pairing customers and solutions. Big Ogre focuses on mission critical objectives as an Advisory Entity available for Mission Critical Program Delivery, Board Membership / Advisory and certain Equity Partnerships. The company is named Big Ogre Advisory as for the foreseeable future, I am not seeking to grow significantly and the branding seems to suit me. I simply wish to deliver outcomes (preferably for people with whom I have previously worked) and to place a proper focus / level of surety for a fair exchange of value.

CAREER HIGHLIGHTS:

Executive Sales Leader: 1/17 – 7/20

Initial responsibility for software sales team for Watson Customer Engagement (100% Club). Led Worldwide Services Sales for WCE (>\$170M quota) - a turnaround and success story (100% Club). Final role as Client Executive for Industry Account. Received 2 Promotions.

Numerous Roles: 9/08 – 1/17

Started as a turnaround owner for the program most “At Risk” with >\$100M in liability in Australia. Continued correcting failed programs until 12/2011, moved to Consulting Sales and was hailed as “Top Salesperson” (% achievement) in Retail East Unit for 2014. Moved to license sales for the hybris Suite of Products. Received 4 Promotions.



Dir of Consulting: 3/04 – 8/08

First Consultant hired into Aldata Solution Inc and ultimately lead the Consulting Team with responsibility for delivery, revenue, margin and resources. Lead highest margin consulting unit across the world and grew revenue 20% in a year with no net new core license sales. Received 3 Promotions.

Consultant: 11/00 – 3/04

Learned a lot. Delivered supply chain software solutions as a billable consultant. Received 1 Promotion.

LIVED AND WORKED IN:



United States



Australia



Mexico

PHILOSOPHY:

Professional: Nothing in this world can take the place of persistence.

Personal: Nothing in this world worth having comes easy.

EDUCATION:



BS Industrial and Systems Engineering
Georgia Institute of Technology

SEEKING: To Add Surety to Your Initiative

Through my career, I have been trusted to solve people’s “Most important problem”, grow their “Most strategic opportunity” or provide general counsel on their approach. Through success on these fronts, I operate in an ecosystem of high-performing over-achievers. I welcome the chance to work with you on the success of your strategic initiative or the “good riddance” of your biggest obstacle. Let’s chat.

OTHER:

Key Verticals: Retail / Distribution / Consumer

Primary Domains: Software and Consulting

Strengths: Leadership, Sales, P/L Ownership, Talent Dev

Languages: Intermediate Spanish

Style: Unique. Data driven. Direct. Fun.

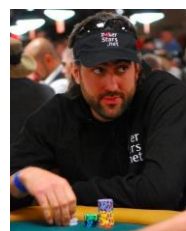
INTERESTS AND HOBBIES:

Pro Poker Player: 2003 – 2009 – ’08 WSOP / ’06 WPT

Competition Grappler: Purple Belt in Brazilian Jiu Jitsu (11 Gold / 7 Silver Medals)

Mixed Martial Arts (MMA)

Dogs Sara / Esme. Microsoft Excel. Travelling Mexico.



Professional Testimonials



Jim Stirewalt – WW Chief Revenue Officer, CoreMedia
 Worked together at IBM & SAP

“Mike drives remarkable results by identifying the levers that drive success or the root cause of a problem very early, using data and creative thinking to advance or solve and then builds consensus so that everybody is part of the win. I think he does this instinctually and it’s a special thing when you get to be part of it.”



Russell Scherwin – Chief Revenue Officer, FPX
 Worked together at IBM

“I’ve encountered very few people who balance their left and right brains like Mike, and use that balance to lead others in the pursuit of challenging goals. Mike’s one of the few people I know, whose greatest skill is simply getting things done - the greater the challenge, the better.”



Hannah Datz – VP, North America – SAP CX
 Worked together at SAP

“What I loved about working with Mike was his ability to be a strong leader and relatable, authentic mentor to those around him. Finding the balance between making the tough decisions and building followership is difficult, but Mike does both with ease.”



Alyssa Opella – Global VP, Customer Success - Acoustic
 Worked together at IBM

“Mike approaches every day and initiative with a charisma that is contagious. Mike excels at developing key skills in individuals - regardless of their department - enabling them for greater success in their current and future roles. I’ve referred multiple employees to him for guidance and support, as well as myself.”

Career Timeline Mike Herder



Advisory

Work directly with Customers on Strategic Imperatives and Surety of Outcome for Mission Critical Initiatives.

