Antonio ("Tony") Parham

NETWORKING PROFILE

Marketing, innovation & technology-strategy executive; experienced in leading high profile, global initiatives from concept through launch and on to lifecycle / maintenance. A charismatic self-starter with a track record of success in large and small firms, spanning a variety of sectors, including financial services, tech, pharma, government and social endeavors.

KEY COMPETENCIES:

- Innovation; New Initiatives / Launches
- Marketing / Product Management
- Global Program Management
- Emerging Technologies
- Business / Product Strategy; Business Plans
- Staff, Budget & Resource Management
- Partner, Alliance and Customer Leadership
- Solutions Development

TARGETED SCENARIOS

- Small-to-medium firm seeking seasoned management to lead them through the next stage of growth
- Enterprise-scale firm seeking executive to help transform their business processes, or to explore new market opportunities
- Firm seeking to launch an innovative product or service into the marketplace, potentially transforming industry's competitive landscape, or disrupting current business paradigms

TARGETED POSITIONS

- General Manager / Business Unit Manager, COO
- Chief Innovation Officer
  (aka CINO; sounds like "chino")
- VP Product Management / New Product Development
- VP Strategic Planning
- VP Alliances / Partnerships / Business Development
- Entrepreneur In Residence (EIR)

TARGETED SECTORS

- Financial Services / FinTech
- SaaS (Software as a Service)
- Growth Capital, Venture Capital, Private Equity
- AI (Artificial Intelligence)
- HealthIT / Digital Health
- IoT (Internet of Things)

PROFESSIONAL EXPERIENCE *(excerpts)*

- **Fidelity Investments**, VP Innovation & Strategy
- **Commonwealth of Massachusetts**:
  Government Innovation Officer (GIO) (aka CINO)
- **TKG Management Consulting**: Managing Director
- **Clintara**: CTO / Director of Technology
- **New Marketing Labs**: Executive Director
- **IBM Software Group**:
  Program Director, e-business Transformation
- **Lotus Development Corporation**:
  Group Product Manager;
  Director, Marketing & Business Partner Programs
- **ADDAX**: Software Development Manager
- **New Covenant**: Executive Administrator (COO)
- **Hewlett-Packard**: Software Engineer

EDUCATION

- **MIT Sloan School of Management**:
  M.S. Management
  Seley Scholar (Sloan's highest honor)
- **University of Southern California**:
  M.S. Computer Science
- **MIT**:
  B.S. Computer Science

Detailed resume available at http://bit.ly/TonyParhamResume

Jan 21, 2019

503 Plano Drive, Durham, NC 27703; @tonyparham; email: tparham@alum.mit.edu
www.tonyparham.com; (617) 388-9444/m