

“In industries with rapid growth and change, such as technology, staying ahead of the curve and knowing where the market is going will open up sales opportunities.”



BOB JAMES

With more than 25 years of experience working in challenging executive roles for two of the most respected companies in the technology industry, Mr. James has been at the center of dynamic growth and change.

As head of the sales and marketing team for AT&T Global Information Solutions that developed reseller channels for all of AT&T's computer hardware and software products in the United States, Mr. James built an organization that achieved cumulative annual sales growth of more than 50% a year, reaching annual sales in excess of \$1 billion.

He continues to serve as Director of two reseller companies.

Earlier in his career, Mr. James was Treasurer of NCR Corp. and subsequently led the Fortune 100 company's product marketing function for all products. Also, he was CEO of an entrepreneurial startup focused on office automation. In all of these positions, he was one of only 35 officers of the company.

INDUSTRY EXPERTISE

Technology

CORPORATE BACKGROUND

Vice President, Alliance Marketing Division, AT&T Global Information Solutions; Treasurer, NCR Corp.

EDUCATION

MBA, Ohio State University; Economics, Wittenberg University

LANGUAGES

English

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