

Todd William Whitlow

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EXPERIENCE:

- 2023 - present **Adjunct Faculty**, University of Delaware, Lerner School of Business & Economics
Instruction for Basics of Business, a course sampling all business majors and minors.
Stress student participation to develop Business acumen, communications, and critical thinking.
Invited to return for Spring 2024, where only one instructor position was open.
- 2019 - present **Principal, T. Whitlow & Associates LLC**
Consulting to high-tech industries on sales and business development skills and strategies.
- 2012 - 2019 **Global Client Director, Symantec Corp.**
Managed cybersecurity sales for two of company's five largest customers world-wide.
Developed sales team strategy and relationships generating over \$25 million in annual revenue.
- 2011 - 2012 **Global Account Manager, Salesforce.com**
Relationship management with a Fortune 10 financial firm to introduce SaaS CRM solutions.
- 2001 - 2010 **National Account Manager, Symantec Corp.**
Developed executive relationships and sales in Fortune 500 accounts across finance, insurance, pharmaceuticals, logistics and manufacturing customers.
- 2000 - 2001 **Regional Sales Vice President, YOUcentric, Inc (acquired by Oracle)**
Built team of account managers in the northeast for a CRM start-up.
- 1994 - 2000 **Sybase Inc. (acquired by SAP)**
Area Sales Director – Eastern USA/Canada Commercial & Channel Sales
Regional Sales Manager – Mid-Atlantic Commercial Sales
District Sales Manager – Mid-Atlantic Commercial Sales
Major Account Manager – Carolinas District
- 1991 - 1994 **Corporate Account Representative, Microsoft Corp.**
Sales management to Fortune 500 accounts in Greater Philadelphia area.
- 1988 - 1990 **Consultant, Chesapeake Decision Sciences**
Operations Production, Scheduling and Inventory Management solutions for DuPont.

COMMUNITY:

- 2023 – present **University of Delaware** Professional Sales & Sales Management Advisory Committee
- 2017 – present **St. James Middle School**, Philadelphia PA
Board of Directors 2017-2023
Executive Committee 2020-2023
Investment Committee Chair - present
- 2008 – 2022 **Leopard Lake Farms** a non-profit to maintain area lake and grounds
Head of Nomination Committee (2016–2022), Chairman of the Board (2014-2015)
President (2012-2013), Vice President (2010-2011), Board Member (2008-2009)
- 2017-present **Softball Coach**, Conestoga High School
- 2015 – 2017 **Assistant Softball Coach**, University of Delaware
- 2014 & 2018 **St. David's Episcopal Church**, Guatemala Committee Member & Service Trips

HOBBIES: Bicycling; traversed Europe 2016, UK 2019 & 2021, WY 2020, Scotland 2022, NZ 2023

EDUCATION: **Cornell University, Ithaca, NY**
MBA with Distinction, Marketing & General Management
Masters of Engineering, Operations Research & Industrial Engineering
B.S. with Distinction, Operations Research & Industrial Engineering
Cornell National Scholar