

Todd William Whitlow
424 Newtown Rd
Berwyn, PA 19312
(610) 331-1273 twitlow1984@yahoo.com

WORK EXPERIENCE:

- 2019 - present **T. Whitlow & Associates LLC, Principal**
Consulting to high-tech industries on sales and marketing skills and strategies.
- 2012 - 2019 **Global Client Director, Symantec Corp.**
Managed cybersecurity sales with two of company's five largest customers world-wide.
Led sales team, strategy and relationships generating over \$25 million in annual revenue.
- 2011 - 2012 **Global Account Manager, Salesforce.com**
Sales management with a Fortune 10 bank to introduce SaaS CRM solutions.
- 2001 - 2010 **National Account Manager, Symantec Corp.**
Developed executive relationships and sales in Fortune 500 accounts across finance, insurance, health benefits, 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 Geographic & 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 the Fortune 500 accounts in Greater Philadelphia area.
- 1988 - 1990 **Consultant, Chesapeake Decision Sciences**
Operations Production, Scheduling and Inventory Management solutions.

COMMUNITY VOLUNTEER EXPERIENCE:

- 2017 – present **St. James Middle School**, Philadelphia PA Board of Directors, Executive Committee
- 2008 – 2022 **Leopard Lake Farms** a non-profit to maintain area lake and common grounds
Head of Nomination Committee (2016–2022)
Chairman of the Board (2014-2015)
President (2012-2013)
Vice President (2010-2011)
Board Member (2008-2009)
- 2015 – 2017 **Assistant Softball Coach**, University of Delaware
- 2005 - 2012 **Berwyn Paoli Little League Softball**
League Director, Majors
Head Coach (12yr olds, 10yr olds)
Assistant Coach (8yr olds)

HOBBIES: Bicycling (traversed Europe 2016, UK 2019, NZ 2023), Finished 5 Marathons, Soccer, Chess

CHURCH: St. David's Episcopal, Guatemala Committee Member & Service Trips (2014 & 2018)

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
Manufacturing Systems Engineering Certificate
Cornell National Scholar