



# Brian Schlosser

CSO

## About Brian Schlosser

With an approach centered on understanding and addressing the unique needs of organizations and developing people, Brian delivers exceptional results in the US and abroad. A highly experienced sales executive, Brian brings domain expertise in SaaS, Enterprise, Professional Services, Mar-Tech, AI, Data, Process, and Legal Tech from companies small to large. He works directly with the CEO, as part of the company's leadership team, to reestablish or accelerate growth through strategic planning, defining sales and partner programs, developing effective and disciplined plans, and then execution and measurement of results.

## How Brian has Helped Businesses Grow

- Delivered 11% growth in bookings at Hyland Software by reversing declining channel performance, focusing on sales discipline, and targeting larger opportunities. Transformed sales method and led global partners and alliances.
- Integrated multiple acquisitions, developed an AI product, and performed a turnaround at I2 Holdings.
- Delivered EBITDA above 30%, growth above 20%, and major software repositioning/release at Intellective. Doubled company size and revenue during tenure.
- Changed a -20% revenue decline to 15% growth at EMC Corporation retraining the sales organization to use a defined methodology both directly and through channel partners.
- Drove revenue growth of 1,200% over two years and used a SaaS model to build the industry's largest and most successful partner channel at Attenex Corporation. Brought the company to profitability in 6 months.
- Increased revenue 200% to halt \$750K in quarterly losses and return to profitability leading FileNet commercial channel at Image Choice Inc. Initiated the sale of the company, and completed the transaction.

## Client Resources

- Go-To-Market Cultural Alignment: The Invisible Variable in U.S. Expansion

## Expertise

### Industry Experience

- SaaS
- Technology
- AI
- Professional Services
- B2B
- Enterprise

### Specialties

- Go-to-Market Strategy
- AI
- Channel Strategy
- Leadership
- Sales Plans
- Partner Programs
- Transformation

## Education

- BA, Liberal Arts, New College of Florida

## Contact Information

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## Executive Experience

- Vice President, Global Partners Program, Hyland Software
- I2 Holdings - President, Contextlink, President, Ambassador Software
- Chief Executive Officer, Intellective
- Senior Vice President, Global Sales, ThisMoment
- Vice President, Global Accounts, Information Intelligence Group, EMC Corporation
- Chief Executive Officer, DatStat Inc.
- Chief Executive Officer, Attenex Corporation
- Vice President, Sales & Marketing, ImageTag Inc.
- Senior Vice President, Operations, Image Choice Inc.