

WILLIAM GENOVESE

704-906-3558

bgenovese64@gmail.com

<https://www.linkedin.com/in/wgenovese>

CIO / CTO – Senior Technology Executive

Mr. William Genovese is an innovative IT professional with over 20 years of experience driving revenue and profit increases through value enabling technologies for employers and clients in **U.S., Europe, Asia and South Africa**. He is skilled in designing, building, and implementing high-ROI strategic architecture, platforms, applications, and programs, delivering and creating business and technical strategy resulting in next generation digital services, establishing and executing strategic plans, and providing strong innovation, digital transformation and operational leadership.

Utilizing IT as a transformative tool, Bill has created cost-effective solutions that provided security, functionality, scalability, performance and reliability in enterprise IT environments. His numerous achievements have been fueled by leveraging emerging technologies and best-in-class software with state-of-the-art development methodologies, architecting scalable software and system solutions, driving transformation, building next generation digital services and implementing business improvements.

Bill is a high performance and very talented professional with a documented record of success in leading the most difficult technical hardware and software business to excellence and profitability. He manages technical and strategic business in the financial services industry and professional service management consulting by carefully managing strategic implementations. Bill is a turnaround artist who mitigates risk and captures productivity and revenue growth by utilizing his intuitive strategic analysis abilities and exceptional technology perspectives.

His results driven leadership brings successes faster than others, and he is known for his effective sales and marketing processes. Bill's unique ability to see beyond the company and determine what it should be doing improves product reach and increases profits. Bill is a strategic technology expert with start up and growth organization experience. Bill is an energetic, proactive and results driven leader with exceptional high performance team building abilities.

Bill has been described as a strong relationship builder and leader with exceptional attention to detail. He has the energy to manage technical, complex and global groups that meet difficult sales goals and marketing objectives. With his proven track record of conceptualizing, implementing and managing processes in new and existing organizations, Bill has enabled his prior employers to overcome competition time-after-time.

He is especially strong in problem solving and analyzing market needs to enable him to develop, market and sell leading edge products that have long-term viability. Consistently managing employees to increase results, boost revenue and profitability are but a few of the hallmarks of his career. Bill builds highly effective organizations, integrates new products into competitive markets seamlessly and identifies business roadblocks and eliminates them in record time.

Bill has shown himself to be unafraid in leading innovative sales and marketing initiatives, aggressively building support functions to do more with fewer resources and pursuing the bottom-line successes critical to customers and officers. Bottom line, Bill will protect hard-earned profits.

He has multiple certifications including being an IT Architect, Technology Consultant, IT Specialist, and completing CxO Executive Leadership Certificate Programs centered on strategy, innovation, digital transformation and emerging technologies. His BA was earned at Western Connecticut State University.

Bill has a great ability to communicate with anyone at any level which is proven by his having negotiated win-win deals consistently.

He has a rich and successful record of demonstrating the use and application of best practices to companies to improve performance and quality and a diverse background in software and data manipulation makes him a prime employment target for any technical or manufacturing industry.

Others describe Bill as high-energy manager with the ability to build diverse, high performance teams. His exceptional leadership abilities enable him to maximize supervisor / employee performance and capture superior productivity in any organization. New market direction identification is one of Bill's cornerstone abilities.

CAREER HISTORY AND KEY ACCOMPLISHMENTS OVERVIEW

Vice President- Corporate Strategy – Banking & Financial Market

Huawei Technologies, 8/2016 to Present

Sought after resource that strategically defines, develops and re-defines a new financial business in four global business groups. Sets technology infusions in Enterprise, Carrier and Consumer Business, Cloud Division and R&D. Successfully drives implementations to meet strategic goals and objectives. Positions new business organization for emerging technologies.

- **Fueled two-year revenue infusion forecasted at \$500M.** Developed Blockchain Go-to-Market Strategy, solution applications, and championed Blockchain technology for the financial services market. Set solution strategies and positioning for initial execution delivered on public Chinese cloud. Built multiple key alliance partnerships.
- **Implemented new organization and governance structure.** Brought company into architectural team maturity. Designed, implemented and launched IT enterprise-based architecture organization.
- **Developed product stack architecture and roadmap.** Positioned as C-level equivalent to develop product stacks and technology consulting services. Collaborated with clients and delivered cloud-based stack.
- **Propelled 154% increase in revenue.** Developed a cross Huawei global industry strategy to develop next generation digital financial platform services and integrate new products. Aligned divisions to meet strategic plan. Transformed business to be more than infrastructure offerings to the financial services industry.

Chief Information Officer & Chief Technology Officer

Encrypted Labs, 2/2016 to 7/2016

Strategic mentor and guide for the overall business and technology strategy, architecture, roadmaps, development and technology team leadership. Created Blockchain technology stack for market introduction. Identified and engaged cloud hosting providers to implement solutions in their cloud environments. Partnered with the CEO/Founder and CMO in nurturing client opportunities, team and organization development and boosting business development revenue streams.

- **Developed technology strategy, product stack architecture and technology roadmap.** As CIO and CTO, collaborated with clients to streamline integration of emerging technology. Stack was developed and launched in cloud with initial identified \$1M in addressable market opportunities in Southeast US.
- **Built initial customer pipeline of \$2M with CEO/Founder and CMO.** Financial services industry needed Blockchain solution to capture cost reductions and secure efficiency gains. Helped build U.S. location as a key financial hub city. Drove alliance partnerships and deployment into CenturyLink's public cloud environment, enabling customers to leverage Encrypted Labs' Blockchain solution and service.
- **Co-developed and delivered customer consulting engagement model.** Collaborated with CEO in the design of the program structure and timeline. Built model, determined target customers and defined a dynamic fee schedule. Rolled out product successfully and set the foundation for \$2M in revenue capture.

Principal and Chief Technology Architect

WGroup (a Wavestone Company), 3/2015 to 7/2016

Responsible for the development of definitions and the building of an enterprise architecture program for a large healthcare provider in Massachusetts. Optimized the network, through new network architecture and vendor selection analysis by analyzing business stakeholder needs, selecting the needed solutions and negotiating and working with critical vendors. Maximized business value for both the company and customer by driving IT transformations.

- **Completed provider's IT strategy transition for \$1B modernization.** Drove provider's transition to world-class infrastructure built on \$700M Epic EMR structure. Managed program and enabled private cloud computing solution by setting enterprise IT strategy and roadmaps. Delivered project as scoped.
- **Oversaw 29-point enterprise network assessment for \$34M Cisco solution.** Healthcare provider required a complete strategic and architecture review. Completed a resiliency, performance and security analysis. Determined vendors to partner with to complete the plan and negotiated contracts that met initial network designs.
- **Implemented new organization and governance structure.** Brought company into full architectural team maturity via IT team mentoring and coaching. Designed, implemented and managed new governance Board process. Completed the redesign and launch of a new IT architecture organization based on enterprise IT architecture Best Practices and methodologies.

Executive Architect, Client Technical Architect and Advisor

IBM - TIAA-CREF, BB&T Bank, Raymond James Financial, Lincoln Financial, 6/2013 to 2/2015

Expanded \$250M pipeline and drove solution designs for enterprise architecture, core systems, integration, cloud, big data analytics, artificial intelligence, mobile infrastructure, enterprise risk management, systems management and automation, enterprise security products and business and technology services consulting. Led enterprise technology strategy definition and development and overall architecture and planning blueprint workshops. Responsible for and owned IBM technical account strategy and planning at managing director level. Governed and led overall critical situation monitoring, mitigation and resolution across all technical teams.

- **Piloted creation of cloud strategy and architecture.** Analyzed needs and defined environmental solution for Open Stack based software and integration of middleware by leading IBM team. Utilized advanced middleware workshop technology. Secured new opportunity revenue valued at \$5M to \$8M.
- **Elevated quality of service by 30%.** Used unique cross-account experience, business analytics and predictive abilities to understand and qualify product trending. Developed critical predictive analytic solution. Trending information enabled leaders to better steer company business.
- **Captured \$3M claw-back in IBM DataPower sales.** Led technical and professional cross-functional team response to recapture product sales losses in E2E architecture assessment and re-design workshops. Utilized 3-phase enterprise technology and service management process roadmap. Counter-active strategies pulled back revenue that otherwise would have been lost.
- **Led design, creation and piloted development of FOAK (First of a Kind) IBM Open Stack Cloud Computing solution.** Analyzed needs and defined environmental solution for Open Stack and Linux based software and integration of middleware by leading IBM expert team. Utilized advanced middleware workshop technology. Secured new opportunity revenue valued at \$5M to \$8M. This solution for IBM, led to \$34B IBM acquisition of Red Hat.

Senior Managing IT Architect and Engagement Leader

IBM Systems & Technology Group - Lab Services Executive Consulting, 1/2012 to 6/2013

Led global IBM Executive CxO lab services team for critical system outage analysis, resiliency, risk assessment and emerging HA and DR technology solutions and implementations. Trusted advisor to high profile financial services clients. Set risk assessment models, Best Practices and E2E architecture assessment workshops. Presented findings and recommendations to CxOs and executed strategic plans based on client needs.

- **Delivered \$2M in added infrastructure sales.** Engaged customers in emerging markets worldwide on risk assessment workshops. Recommended and closed contracts for infrastructure (IBM Mainframe, UNIX/Power Systems, IBM Storage, IBM Middleware) and business technology consulting services.

Chief Enterprise Architect/Chief Engineer

IBM in Singapore, DBS Bank (Client) –Singapore, 8/2010 to 1/2012

Technology strategy development, contributions and accomplishments led to turnaround on this troubled account which led to new 5-year \$400M strategic outsourcing contract extension that interfaced with client C-level leadership. As trusted advisor, improved and changed overall relationship with banks CxO. Provided overall direction, technology and leadership, set business and IT strategy development, and delivered full five-year enterprise technology, datacenter, network, application development, core systems and IT Service Management Roadmaps. Provided E2E enterprise architecture and IT governance and services for all domains and services.

Senior Managing IT Architect

IBM in Amsterdam, ABN AMRO Bank, 5/2008 to 1/2010

Led overall enterprise architecture solution development for \$3M enterprise-wide initiatives for a retail bank and an additional 27 European project solutions. Managed three direct and 10 indirect technical professionals, developers, engineers and architects that provided global service delivery oversight. Directed the design of regional platforms, development of major IT systems and software engineering. Crafted corporate plans, designs and enterprise business and technology systems, infrastructure, applications, middleware and datacenter including HA/DR.

Earlier Positions

Senior Managing Consultant, Senior Consulting Architect, Managing Consulting Architect, Advanced Consulting Manager, IBM. Senior Consultant, KPMG Consulting. Performance Engineering Manager & Senior Business Systems Analyst, Wachovia Bank. Financial Analyst, Coldwell Banker.

Community, Executive Board Advisory and Volunteer Positions

Chief Technology Officer, Executive Board Member Saving Promise. **Co-Chair**, China Greater Bay Committee, FinTech Association of Hong Kong. **Advisor** FinTech4Good Advisory Council and a FinTech4Good Financial Services and Investment Committee Member. **Global Panel Member**, MIT Technology Review. **Board Advisor**, Technology Investments, Prado Capital Group.

Education & Professional

Education: BA, Western Connecticut State University.

Certifications: Executive, Distinguished and Master IT Architect, Senior Technology Consultant, Senior IT Specialist, ITIL.

Executive Leadership Programs centered on strategy, innovation, digital transformation and emerging technologies.

Conversational in **French** and **Dutch**, and **Chinese** in business environments.