

Michael O'Boyle

Michael is a highly accomplished Senior Executive and Consultant with over 35 years of success in the information technology industry. He has extensive experience in enterprise hardware and software solutions, Software as Service (SaaS), Augmented Intelligence (AI), the Internet of Things (IoT), cloud computing, cyber security and professional services in a wide range of industries including healthcare, life sciences, finance & administration, public safety, transportation and government. Leveraging his deep expertise in sales and business development, he is a valuable asset for a range of funded startup to growth stage companies looking for acumen in the development and execution of a successful go to market strategy. His broad areas of proficiencies include enterprise sales & business development; opportunity management & sales progression, relationship management and client advocacy and issues-based consulting.

Michael has held senior executive leadership positions at IBM most recently as the Vice President of Industry Solutions and Business Development, U.S. Public Markets. He served as the Managing Director, New York State Integrated Account; Director Public Markets, New York City, New Jersey and Connecticut and Sales Director Tri-State Healthcare and Life Sciences.

In his position as VP of Industry Solutions and Business Development, Michael led a unit of 120 professionals focused on the development and sales of strategic solutions that include AI/cognitive technologies, security, IoT and digital products to healthcare, life sciences, insurance and government clients. Recognized by clients and colleagues as an innovator and a subject matter expert in IT strategy and utilization he has consistently delivered exceptional client value and business results.

In his role as General Manager/ Managing Director, Michael held full business responsibility for the company's largest U.S. public market account. He was responsible for a large complex multi-brand portfolio, covering hardware and software technologies, cloud computing, infrastructure solutions, outsourcing and consulting services. He expertly directed the development and execution of multiple ground-breaking solution initiatives in finance, transportation, law enforcement, healthcare, housing and education. Leading a large, diverse team of sales and delivery professionals he improved client satisfaction, restored high-profile contracts to profitability and maximized public and private strategic partnerships to drive innovation and client value. Michael architected and delivered a number of cutting-edge business analytics and smart technology solutions in the New York public market.

Michael earned a B.S. in Business Administration from the University of Hartford and completed the IBM Executive Certification Program at the Harvard Business School. He has completed significant company sponsored executive education and has continued professional development with advanced programs and course work in business and personnel management, cloud computing, AI, IoT, cybersecurity and design thinking.