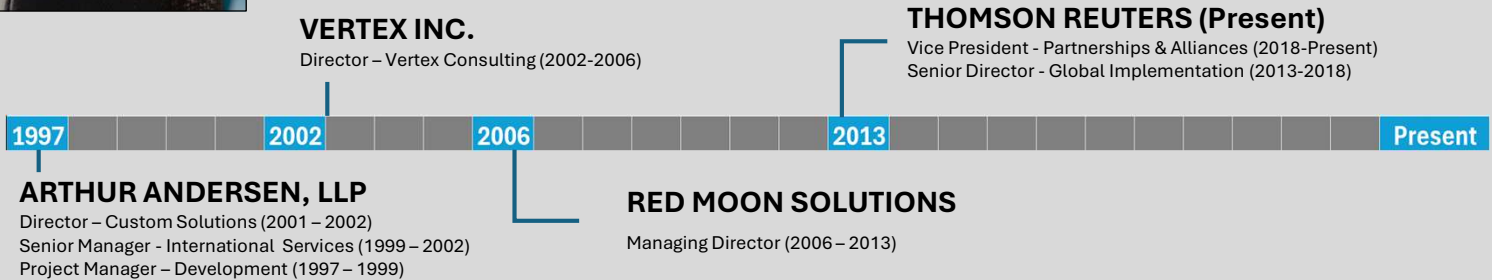


KELLEY LEAR



Results-driven award-winning executive and recognized industry leader, specializing in go-to-market strategies & revenue growth, strategic partnerships, and technology-driven transformation through visionary planning and execution excellence.

CAREER AT A GLANCE



Strengths & Capabilities

- Revenue Growth & Rapid Business Scaling
- Unparalleled Industry Relationships & Executive Access
- Thought Leadership & Industry Influence & Keynote Speaking
- Trust-Based Leadership driven by Moral Integrity & Strict Ethics
- Resilient Mindset & High-Energy Execution
- Team Loyalty & Retention through Empowerment & Mentoring
- Industry Leading Partner & Channel Sales Enablement
- Complete GTM Strategy & Execution
- Executive Stakeholder Management
- Supply Chain Expertise
- AI & Digital Transformation Strategies

Results & Expertise

Revenue Optimization Strategies: Designed new royalty revenue models that **increased partner profitability by 35%** while **reducing cost-of-sales (COS) by 20%**.

Scaled Partner-Driven Sales: Expanded revenue from \$1M to **\$175M** in four years, driving **500%+ YoY growth** in key partnerships.

Global Expansion Leadership: Built / scaled partnership programs across **EMEA, APAC, LATAM**, and multiple business segments & verticals.

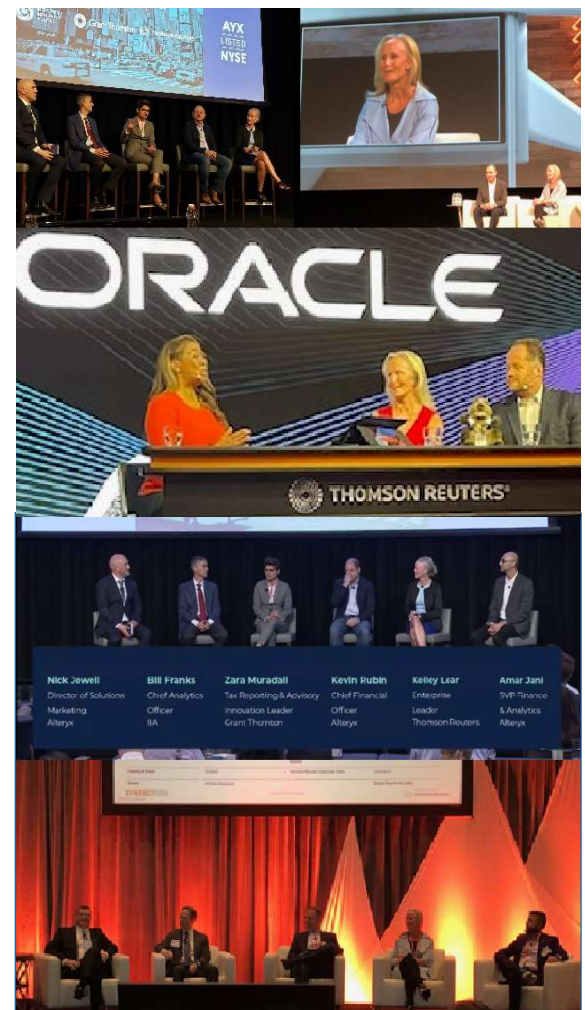
AI Technology Innovation: Lead the development of 20+ AI-powered integrations and 5 strategic acquisitions, including **SAP Endorsed Apps** and **Oracle OCI** expansion.

Developed Partner Marketing & Sales Enablement Programs: generating **\$195M+** in net-new pipeline (2024)

Awards & Recognition

- SAP Partner of the Year with the Highest Growth 2025
- Coupa Marketplace Partner of the Year Award 2025
- Alteryx North America Partner of the Year 2024
- Oracle Partner of the Year 2023
- Thomson Reuters Excellence Award 2021

Industry Engagement



Print & Podcasts

