TROY PESOLA

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Summary

- 22 years of New Product Development, Product Management, and Consulting.
- Proven track record delivering and marketing profitable products and services.
- Extensive management & leadership experience with teams of up to 20 employees.
- Masters degree with technical expertise in software & hardware development, operating systems, data analytics, and business operations.

Skills & Abilities

-Revenue Generation	-Process Improvement	-Innovation
-Execution	-Turn-around leadership	-Quick Learner
-Strategy	-Team Leadership	-Communication

Employment History

GMAC – Business Consultant 2008-2009

- Reported to Director of IT and worked closely with Director of Operations to spin-down a division providing business-to-business capital lending.
- Defined a business analytics reporting system that increased productivity by 300%.
- Transitioned financial information to another firm reducing operating costs.

MobiusLife – Business Consultant 2003—2008

- Stimulated 40% revenue growth in 1-year from new business strategy.
- Trained 70 business executives by refining leadership skills preparing them for growth.

The Navigators – Staff Representative 2002—Present

- Launched new non-profit venture locally. Developed marketing materials and raised financial capital required.
- Trained individuals and lead group events that transformed lives.

Bethel University – Adjunct Professor 2005—2008

- Taught principles in leading and managing receiving high student ratings.

StorageTek – Product Line Manager 1998—2002

- Developed Marketing Requirements (MRD), roadmap, go-to-market strategy, and business case for a line of storage networking products with P&L accountability.
- Produced $17M in revenue from new to market product.
- Drove Intellectual Property strategy for $2B Corp. yielding 60 new patents.

CyberOptics – Design Engineer 1991—1998

- Developed Product Requirements (PRD) and led teams to bring new industrial inspection equipment to market.
- Produced breakthrough systems exceeding revenue goals in global sales.
- Generated IP personally resulting in five patents issued.

Marktech – Engineer 1990-1991

- Saved 20-30% through process improvements in software development.

ExtraTech – Engineer 1988—1990

Education

- Master of Science in Management of Technology, University of Minnesota 2001
- Bachelor of Science in Electrical Engineering, University of Minnesota 1991