



ROBERT BIMM

Chief Information Officer | Strategic IT Management | Revenue Growth | Team Development

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Summary

Diplomatic leadership and strategic vision in information technology are brought forward, complemented by a robust background in driving revenue growth and enhancing team performance. With extensive experience in managing complex client relationships and implementing innovative solutions, a commitment to supporting organizational goals is evident. An eagerness to contribute to a mission-driven environment focused on enriching family lives and fostering community engagement aligns seamlessly with personal values and professional aspirations.

Experience

IBM Corporation	West, CO, UT, & WY
Client Executive, National Markets	01/2021 - Present
- Advanced, researched, and recommended account strategy and transformation direction on 350+ accounts. - Directed ISV Partner relationships on solutions and products growing embedded software revenue by over \$15M in recurring annual revenue. - Led strategic account planning sessions resulting in a 49% increase in opportunity across multiple industries. - Coached and motivated employees on identifying areas for transformational change and process improvement resulting in a 40% operational savings funding future projects. - Influential in leading client decisions around Cybersecurity, IAM, and Cyber Resiliency, improving business continuity and recovery times. - Managed relationships with over 50 national market clients, representing a total portfolio value of \$150 million. - Participated in Improving customer satisfaction scores by 30%, leading to a revenue increase of 15%.	
IBM Corporation	Colorado Springs, CO
North America Sales Business Unit Executive, Consumer & Travel	01/2019 - 12/2021
- Established thought leadership around the development of complex solutions to drive a 10% revenue increase within the Distribution and Consumer & Travel industry. - Developed and executed a relationship plan on 30 named accounts to address both IT and Line-of-Business organizations. - Earned a reputation as the client's trusted business advisor and exceeded revenue targets by 455%. - Upsold over 15 major clients by adopting solutioning principles for enhanced product demonstrations. - Skilled in consultative selling, with a deep understanding of the client's business needs influencing over 10 million in revenue.	
IBM Corporation	Colorado Springs, CO
North America Sales Business Unit Executive, Digital Business Automation	01/2015 - 01/2019
- Improved North American revenue by 12% by leading a team of Sales Leaders and fostering innovative collaboration. - Increased North America revenue for Cloud Content Services by \$5M by optimizing market segment strategies. - Formulated strategic sales plays and sales insights driving 33% greater opportunity identification. - Assisted clients in lowering capital expenditures by over \$500K through the sale of cloud-based solutions. - Conducted client workshops to help drive efficiency and repeatability reducing maintenance and upgrade costs by over 50%.	
EMC Corporation	Colorado Springs, CO
Vice President, Strategy & Solutions Team	01/2014 - 01/2015
- Supported 15 business partners in executing strategic presales and post-sales opportunities within the public sector, financial services, and insurance verticals. - Led strategic planning sessions, resulting in the launch of 3 innovative EMC and BPM sales plays. - Executed major sales opportunities for EMC IIG Compliance and EMC IIG Capture offerings generating over \$11M. - Instituted and budgeted sales community educational programs, educating over 350 sales and pre-sales individuals.	
EMC Corporation	Colorado Springs, CO
Vice President, Worldwide Solution Architect Team	01/2010 - 01/2014
- Built global solution architect team of 12 resources supporting worldwide sales opportunities. - Coached and mentored over 150 field sales resources on sales methodologies. - Designed and implemented field enablement program to educate 200 worldwide pre-sales technical resources in six countries on major release of BPM software for under \$200,000. - Achieved a 20% increase in client conversion rates by modeling effective solutioning principles for product demonstrations. - Improved project delivery efficiency by 60% by revising ECM and BPM methodologies and guidelines.	

Experience

United States Army

United States

Cryptographic Equipment Repair Specialist

1988 - 1991

- Decorated Combat Veteran of Operations Desert Storm / Desert Shield Supporting 1st Calvary Division.
- Served in the US Army Signal Corps, maintaining and repairing cryptographic equipment in over 20 field operations.
- Held Top Secret Security Clearance, supporting military security operations for 4 years.

Education

Colorado Technical University

Colorado Springs, CO

Master's of Computer Science

03/2000

- Software Systems Engineering

Colorado Technical University

Colorado Springs, CO

Bachelor of Science, MIS

01/1998

- Management Information System

Certification

IBM Certified Manager

IBM Security Essential for Architects

Certified Information Professional

Six Sigma Green Belt

HARVARD COURSES

Insight Selling to the CXO

Breakthrough Value Leadership

LEADERSHIP SKILLS

Communication and Stakeholder Management · Strategic IT Alignment and Governance · Coaching and Mentoring · Operational Excellence · Strategic Thinking · Intuitive · Emotional Intelligence · Empowering · Resilient · Customer-Focused · Team-Building · Technology-Savvy · Influential · Complex Problem Solving · Hiring and Recruiting · Innovative · Global Leader · Strong Business Acumen · Transformational Change Leader

Find me online



LinkedIn

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



Professional Website

<https://robertbimm.com>



Workplace Skills / Training

<https://www.credly.com/users/rmbimm>

Key Achievements



Member of US Delegation to ISO TC/171 as EDMS/ECM expert.

Instrumental in the rewriting of ISO 22957 to reflect modern concepts and technologies when analyzing, designing, and implementing modern day electronic document management systems.



Patent For Automated Document Checking Tool

Used for checking sufficiency of documentation for program instructions.



Sustained sales success across industries with over 15 years of overachieving targets.

Demonstration of continued success in growing business and recommending transformative solutions.



16+ years of global and national leadership experience.

Skills in building, managing, and leading effective teams, cross-functional collaboration, problem-solving in groups, and organizational culture building.