

ROBERT BIMM, CAIO-CP, CAIERO-CP

Enterprise AI & Transformation Executive | AI Governance | Responsible AI | Growth & Innovation

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Summary

Enterprise AI and Transformation Executive with 20+ years leading AI strategy, AI governance, responsible AI, digital transformation, data modernization, hybrid cloud adoption, and technology modernization across Fortune 500 organizations.

CAIO-CP and CAIERO-CP certified executive advisor with a proven record influencing \$6B+ in technology investments, closing \$30M+ strategic engagements, and advancing Generative AI, Agentic AI, intelligent automation, data governance, Model Risk Management, and AI operating models. Trusted advisor to C-suite and board leaders on AI Centers of Excellence, AI security, regulatory compliance, model governance, responsible AI, and measurable business value.

Executive Impact Summary

Career Achievements

- Influenced over \$6 billion in enterprise technology investments and revenue initiatives.
- Closed strategic engagements exceeding \$30 million.
- Delivered AI, automation, and modernization initiatives that improved efficiency, growth, and business value.

Executive Leadership

Leadership Highlights

- Led organizations of 6 to 70 professionals across sales, consulting, architecture, and technology disciplines.
- Led cross-functional teams supporting enterprise AI adoption, modernization, and transformation initiatives.
- Advised Fortune 500 executives on AI strategy, governance, responsible AI, modernization, and business transformation.

Experience

IBM Corporation

Technology Sales Leader, Financial Services | Executive AI Advisor & Transformation Leader

01/2021 - Present

- Advised executive leadership of a major regional financial institution on Enterprise AI Strategy, Responsible AI, Data Governance, and Technology Modernization, helping align innovation initiatives with business objectives, regulatory expectations, and risk management requirements.
- Generated over \$15 million in recurring ARR through enterprise adoption of IBM watsonx, AI-enabled platforms, and ecosystem-led transformation initiatives.
- Designed AI and modernization roadmaps that increased pipeline by 49%, accelerated digital transformation, and improved organizational readiness for Generative AI and intelligent automation.
- Guided C-suite and technology leaders in defining AI governance, data governance, and transformation strategies across a \$150 million technology portfolio, strengthening compliance, security, and business value realization.
- Delivered over \$30 million in new business by helping executive stakeholders prioritize AI, automation, data, and hybrid cloud investments that improved operational efficiency and strategic growth.

IBM Corporation

North America Sales Business Unit Executive, Consumer & Travel

2019 - 2021

- Drove 10% revenue growth by leading AI and automation adoption strategies across Distribution, Consumer, and Travel industries.
- Delivered 455% revenue over target by championing consultative, insight-driven selling of digital modernization initiatives.
- Upsold 15+ major clients through value-based demonstrations anchored in AI, analytics, and automation capabilities.
- Influenced over \$10M in revenue by tailoring AI-led transformation strategies to business outcomes.

Experience

IBM Corporation

North America Sales Leader, Digital Business Automation

2015 - 2019

- Expanded North American revenue by 12% by leading sales teams focused on automation, workflow modernization, and content intelligence.
- Grew cloud content services revenue by \$5M through targeted market strategies promoting cloud-native modernization.
- Created strategic AI and automation sales plays that increased opportunity identification by 33%.

EMC Corporation

Colorado Springs, CO

Director, Strategy & Solutions Team

2014 - 2015

- Led strategic planning that launched three new modernization-focused Enterprise Content Management/Business Process Management (ECM/BPM) sales plays.
- Delivered \$11M+ in revenue by modernizing compliance and capture solutions for enterprise clients.
- Built educational programs for 350+ sales and pre-sales professionals on next-generation ECM and automation technologies.

EMC Corporation

Colorado Springs, CO

Director, Solution Architect Team

2010 - 2014

- Built a global solution architect organization specializing in ECM, BPM, and automation technologies supporting worldwide sales.
- Designed and delivered a global enablement program across six countries for BPM modernization under a \$200K budget.
- Increased project delivery efficiency by 60% by introducing modernized ECM/BPM methodologies.

Core Competencies

Innovation Leadership · Operating Model Transformation · Innovation Strategy · AI & GenAI Solutions · Intelligent Automation · Value Engineering · Digital Transformation · SaaS Platforms · Software & Services · Strategic Innovation · Hybrid Cloud · Generative AI · Strategic Planning · Business Case Development · C-Suite Engagement · Executive Stakeholder Management · Cross-Functional Leadership · AI Value Realization · AI Governance · Enterprise AI Strategy · Responsible AI · AI Risk Management · AI Center of Excellence · Technology Strategy · Data Governance · Model Governance · Enterprise AI Adoption · Regulatory Compliance

Education

Colorado Technical University

Colorado Springs, CO

Master's Degree, Computer Science (Software Systems Engineering)

2000

Colorado Technical University

Colorado Springs, CO

Bachelor of Science, Management Information Systems

1998

Training & Certifications

Chief AI Officer Certified Professional (CAIO-CP) — Silicon Valley Certification Hub (2026)

Chief AI Ethics & Responsibility Officer Certified Professional (CAIERO) — Silicon Valley Certification Hub (2026)

Insight Selling to the CXO — Harvard University

Breakthrough Value Leadership — Harvard University