

Robert H. Wilson

Corporate Director | Enterprise Transformation Executive | Trusted Advisor to CEOs and Boards

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EXECUTIVE PROFILE

Trusted executive advisor with more than four decades of experience helping CEOs, executive teams, and Boards navigate technology-driven business transformation. Former public company executive, Fortune 500 technology leader, entrepreneur, Chief Technology Officer, and U.S. Air Force B-52 Aircraft Commander with a career spanning executive leadership in technology, sales, marketing, customer support, product strategy, business development, and corporate governance. Known throughout my career for earning the confidence of CEOs, Boards, customers, and teams during periods of significant organizational change and high-consequence decision making.

Throughout my career, I have been trusted to lead high-performing teams, guide organizations through complex change, recover strategic customer relationships, launch innovative products, and help executive leadership make informed decisions during periods of uncertainty. My experience ranges from startups to Fortune 200 organizations and includes public company governance, global operations, mergers and acquisitions, strategic planning, executive compensation, go-to-market strategy, and enterprise technology.

Today, my work focuses on helping organizations successfully adopt artificial intelligence through practical governance, strategic planning, and measurable business outcomes. I believe my greatest contribution is helping leadership teams anticipate change, ask better questions, and build stronger organizations. After a lifetime of executive leadership, I continue to serve because experienced leaders have a responsibility to pay forward what they have learned.

I believe leadership is ultimately about earning trust, building exceptional teams, and helping organizations succeed long after you've left them.

BOARD VALUE

I bring boards an uncommon combination of:

Governance

- Public company leadership
- Board Reporting
- Strategic Planning

Growth

- Go-to-market
- Product commercialization
- Mergers and acquisitions

Technology

- Artificial Intelligence
- Digital transformation
- Enterprise technology

Leadership

- Team building
- Crisis leadership
- Military leadership

Executive Leadership Roles

- Chief Technology Officer
- Chief Revenue Officer
- Chief Marketing Officer
- Chief Ethics Officer
- SVP Sales
- SVP Marketing
- SVP Business Development
- VP Software Engineering

SELECTED CAREER HIGHLIGHTS

- Led the successful turnaround of a publicly traded technology company during a highly visible shareholder challenge, helping secure shareholder confidence through a new product vision and go-to-market strategy.
- Led global teams of up to **240+** professionals across sales, presales, engineering, business development, marketing, and customer support.
- Developed an entirely new worldwide channel strategy that increased revenue by more than **400%** during its first year.
- Played a key leadership role in growing EMC's converged infrastructure business from approximately **\$400 million to more than \$2 billion** through multiple successful product launches.
- Supported a three-year strategic engagement culminating in a **\$100+ million** enterprise technology contract supporting the U.S. Army Corps of Engineers.
- Served as senior executive for public, private, startup, and Fortune 500 technology organizations over a career spanning more than forty years.
- Successfully recovered multiple strategic customer relationships and competitive opportunities involving multimillion-dollar accounts.
- Founded and led multiple technology businesses while developing innovative enterprise software and consulting offerings.
- Currently serving as Co-Founder and Chief Technology Officer of Adoptex, leading development of proprietary AI adoption methodologies, executive assessment platforms, software architecture, intellectual property. and strategic AI adoption frameworks for executive leadership teams.

BOARD & GOVERNANCE EXPERIENCE

- Public company executive and Section 16 Officer
- Reported directly to CEO
- Regular presenter to Boards of Directors
- Board member, Xiotech Corporation

- Executive leadership responsibilities including:
 - Strategic planning
 - Executive compensation
 - Product strategy
 - Go-to-market strategy
 - Mergers & acquisitions
 - Budget planning
 - Business transformation
 - Corporate communications
 - Executive decision support

PROFESSIONAL EXPERIENCE

Adoptex — Co-Founder & Chief Technology Officer

Solutioneering Global — Partner

Dell EMC — Senior Manager, Go-to-Market; Senior Enterprise Architect; Master Design Engineer

Team Cloud Solutions — Chief Technology Officer

Core ECS — Chief Technology Officer

Solutioneering Global Ltd. — Founder & Managing Partner

Cloverleaf Communications — Vice President Worldwide Sales, Systems Engineering & Customer Support

Xiotech Corporation — Vice President, Global Channel Sales, Systems Engineering & Marketing

Tricord Systems — Senior Vice President, Sales, Marketing & Business Development

Western Digital Corporation — Vice President, Sales & Marketing, New Ventures

United States Air Force — B-52 Aircraft Commander & Instructor Pilot

EDUCATION

MS, Computer Science

BS, Applied Mathematics

BS, Computer Science

BS, Aeronautics

Professional speaker development

Artificial Intelligence (AI) and Large Language Models (LLMs)

Additional graduate studies, executive education, AI professional development, and technology certifications.

BOARD SERVICE

- Xiotech Corporation
- Veterans Count (Easterseals)

- New Hampshire State Veterans Cemetery Association
- Air & Space Forces Association
- StellarXplorers

Guiding Principles

- Integrity
- Loyalty
- Trust
- Service