Steve Ghareeb

Director - Client Partnerships at Objective Arts

Summary

Steve Ghareeb has a knack for generating new revenue while solving operational issues for organizations, both internally and in the marketplace. Steve is a competent, articulate, and accomplished executive who merges a core expertise in business development, sales, and strategic program management as part of an effective leadership style.   Specialties: Strategic Execution # Revenue Generation # Scaling Sales & Deployment # Execution & Delivery # Taking New Offerings to Market # Recognizing "what is..." and Acting on "it" # Leading & Mentoring Individuals & Teams

Experience

Director - Client Partnerships at   Objective Arts

September 2013 - Present (1 year 11 months)

I support clients and partners in deploying automated assessment instruments, workflow and recommended treatment programs in healthcare and human services organizations. Primary focus is in the area of physical & behavioral health as well as healthcare technology transfer. I work with governmental, educational and private healthcare organizations across the US as well as some international organizations. My strength is integrating organizations & people, healthcare issues and technology to make it all work for all involved.

Advisor at   Psylotech

April 2012 - Present (3 years 4 months)

Assist in launching new products in the marketplace.

Advisor/Mentor/Confidante at   Startups/Small Companies

February 2007 - Present (8 years 6 months)

Work with 1-3 companies at any given time. Emphasis: 1. The first 5 sales and reference customers   2. Clarity of value propositions   3. Key relationships and introductions   4. Negotiating and closing contracts   5. Cash flow for growth and sustainability

2 recommendations available upon request

Technical Sales Consultant at   AT&T Healthcare

July 2012 - September 2013 (1 year 3 months)

Steve supported hospitals and healthcare organizations, and the corresponding salesforce in the sales and implementation of applications and solutions related to software, storage and communications; all leveraging AT&T's cloud and mobility service offerings.

National Sales Director at   Kitchens.com

June 2010 - July 2012 (2 years 2 months)

Worked with top tier advertisers and digital ad agencies providing digital marketing and advertising services for the consumer home marketplace.

Strategic Program Executive at   Objective Arts
June 2007 - June 2010 (3 years 1 month)

Steve led the management of major healthcare and human services programs (relationships, business growth and active projects) with the firm's largest clients including the State of Illinois (DCFS), other state, county and contract agencies plus one of largest national health care providers/insurers.

2 recommendations available upon request

Principal, VP - Sales and Business Development at   Jazillian, Inc.
April 2005 - August 2007 (2 years 5 months)

Steve generated the revenue and "go-to-market" strategies, tactics and execution for this entrepreneurial start-up helping clients move legacy software code to Java (J2EE). He delivered projects and revenue at Accenture, Goldman Sachs, Motorola, BMO, and Oracle.

Business Development Consultant at   Steven Ghareeb Inc.
November 2003 - October 2005 (2 years)

Business development including strategic and tactical consulting with small & medium-sized businesses.

Director, Wholesale Strategy at   ICG Communications
April 2003 - October 2003 (7 months)

Steve developed and delivered the wholesale strategy for a new VOIP telephony services launch.

VP Sales & Marketing at   Voice Access Technologies, Inc.
December 2000 - October 2002 (1 year 11 months)

voice recognition for mobile phones with over-the-air based service

1 recommendation available upon request

Sr. Director, Target Marketing at   Telocity (DirecTV Broadband)
November 1999 - August 2000 (10 months)

Steve conceived, developed, and implemented the target marketing process and tools for accelerated market growth, launching into 165 markets within twelve months. Platform included direct mail, market analytics, extensive profiling, GIS mapping, simulation and forecasting. Used forecast and output for sales and operational planning and deployment.

Director, Business Development at   Telocity (DirecTV Broadband)
January 1999 - November 1999 (11 months)

Steve initiated and negotiated the critical first three DSL Service Providers Agreements (Verizon, Bell South, & Rhythms). Highlights of his tenure also included the launch of a service offering within 90 days as part of Telocity-Hughes DirecTV (DSL ISP) initial product offering launch.

1 recommendation available upon request

Major Account Manager - UUNET at Cisco Systems

January 1998 - January 1999 (1 year 1 month)

Steve served as the leader of the strategic business development / sales team and oversaw the identification and development of IP applications and services leveraging Cisco hardware and software with the largest worldwide ISPs.

1 recommendation available upon request

Account Manager at Ameritech

November 1993 - January 1998 (4 years 3 months)

Steve coordinated sales efforts to large data networks, primarily ISPs and information providers. His customers included Bloomberg, UUNET, BBN, Digex, and Nations Bank. During his tenure, Steve was very active in the AOL and MSN dial-up internet creation and build-out. He was the Top Producing Salesperson (#1 of 600) for 1997 & 1998.

1 recommendation available upon request

Principal at Automated Resources

1988 - 1993 (5 years)

Manufacturer's representative sales company focused on distribution, transportation and EDI solutions.

Various at GE Company

August 1981 - January 1987 (5 years 6 months)

Skills & Expertise

New Business Development
Program Management
Strategic Partnerships
Online Marketing
Analytics
Business Analytics
Start-ups
Web Analytics
Sales Process
Direct Sales
Internetworking
Cloud Computing
Entrepreneurship
SaaS
Product Management
Healthcare Information Technology
Behavioral Health
Outcome Measures
Patient Outcomes
Clinical Outcomes

Vulnerability Assessment
Psychological Assessment
Mental Health
Holistic Health

Education

Northwestern University - Kellogg School of Management

MBA, Marketing and Management, 1988 - 1991

University of Missouri-Columbia

BSIE, Industrial Engineering, 1977 - 1981

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Linked in.

8 people have recommended Steve

"Steve was has proven an invaluable adviser in helping to get our new company started. Our interactions helped hone our company's product focus, marketing and sales strategies. Steve's talent for negotiation is unsurpassed. He is particularly adept at creatively structuring sustainable deals where all parties benefit. Additionally, he is as comfortable working with fortune 500 companies as privately held business. All this, plus Steve's attitude and disposition makes him a joy to work with."

— **Alex A.**, *Director, Psylotech, LLC*, worked directly with Steve at Startups/Small Companies

"Creative, Passionate, Hard-Working, Curious, Disciplined….These are just some of the valuable characteristics I have seen in Steve and in his work over the last 15 years. As a sales person and entrepreneur, Steve's dogged pursuit of perfection is impressive. Throughout his career, I have witnessed Steve practice his belief that order, organization and prioritization results in success. Never satisfied with performance others would deem good, Steve strives for and achieves "blowout" results. I look forward to the benefit of his counsel and friendship over the next 15 years."

— **Shaun E.**, *Principal, the magis group*, was with another company when working with Steve at Startups/ Small Companies

"Steve is a great person to represent a company both for initial meetings as well as for long term customer relationships. His leadership, empathy, compassion, clarity and integrity instantly come across to all that meet him. He is completely focused on outcomes and results with a style that is easy and collaborative. I have worked with him and watched as he magically turned a very polarized room of individuals into an aligned group with an agreed upon singular purpose and plan. He helped our company get a large state government project back on track, aligning the CIO/CTO and stakeholders in a couple meetings, resulting in an ongoing 3+ year relationship. Steve understands building a sales relationship in a way that cannot be taught. Not only will your customers come to confide in him and trust him, but your entire team will gain skills in building trust and improving relationships that will add to the bottom line."

— **Steve G.**, *President, Objective Arts, Inc.*, managed Steve at Objective Arts

"Steve Ghareeb brings wisdom and focus to his business approach. His sterling performance in the area of revenue generation speaks volumes and brands him as an eminently skilled tactician in the area of business

development. More importantly, his high integrity and iron-clad code of ethics define his service offering and accompany him on his pursuit of excellence. I am honored to recommend Steve Ghareeb to the business community on LinkedIn and beyond."

— **JD G.***, LINKEDIN PROFILE WRITER, LINKEDIN TRAINER, LINKEDIN KEYNOTE SPEAKER, OWLISH 2.0 LINKEDIN SERVICES*, was with another company when working with Steve at Objective Arts

"Steve is authentic. What you see is what you get and what you get is a high caliber human being, manager, boss and a friend. Steve brings solutions to the table, he brings several perspectives....he knows how to think. A team player, I enjoy learning from Steve."

— **Jim P.***, Solution Sales and National Sales Director, Voice Access Technologies*, reported to Steve at Voice Access Technologies, Inc.

"I have had the pleasure of working with Steve twice in my career and am looking forward to the day when our paths cross at a third opportunity. Steve is best described as a rainmaker and a long term builder of solid relationships for any company. He has a skill of asking great questions that allow him to build insight into a business which allows him to build influence with your clients in a very powerful and subtle manner. Steve has the ability to focus on critical issues and move projects forward whilst motivating the people and the team around him. He is an incredible asset to any organization."

— **Andrew R.***, SVP Operations, ZillionTV Corporation*, managed Steve indirectly at Telocity (DirecTV Broadband)

"Steve is a driven and intelligent business development executive, especially in ambiguous situations where understanding complex customer needs is key to winning the deal. As UUNet account manager, Steve conquered a difficult situation (due to history prior to his arrival) and a brand new product set. Steve eliminated or sidestepped barriers to a major sale, while at the same time helping the customer with their business to the point where they would find him smaller deals to close along the way to make sure he stayed on the account. Steve is a stand-out because he marries his knowledge of technology with his in-depth knowledge of the customer's business and the people who are the key stakeholders. He demonstrates integrity throughout and knows how to have fun at the same time."

— **Mathew L.***, Sr Manager, Product Management & Marketing, Cisco*, worked with Steve at Cisco Systems

"Steve identified and targeted marketed market opportunities for IP networks for financial information and the major Internet Service providers before the company was ready to recognize and appreciate them. Steve executed his plan that achieved tremendous net new revenue growth for the company. Steve worked both creatively and cooperatively within a large corporate environment to align resources that made it easy for customers to work with Ameritech and became a competitive differentiator. Steve's style as a team player and

leader consistently earned him recognition as a top performer and it was a pleasure to support Steve. Today, Steve continues to exude passion for his work and it easily transfers to his associates."

— **Joe H.**, *sales management, sbc*, managed Steve at Ameritech

Contact Steve on LinkedIn