ANDREW BYRNE

CRO | MANAGING DIRECTOR | REVENUE GROWTH | CHANGE LEADER

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New York, New York

PROFILE

Seasoned executive with 30+ years of experience driving revenue growth and operational excellence within the IT solutions industry. Proven track record of leading high-performing sales teams, closing large-scale enterprise deals, and transforming underperforming business units. Adept at translating technical capabilities into customer value through consultative sales approaches. Recognized for strategic leadership and ability to optimize sales processes, structure, and talent.

WORK EXPERIENCE

Affinitiv

Company Type: Automotive Dealer Technology

Feb 2024 - Present

Chief Revenue Officer

Appointed by the Board to lead a transformative, enterprise-focused go-to-market strategy targeting large dealer groups. I oversee a team of 105 across sales, customer success, and support, delivering innovative SaaS solutions to automotive dealers across North America. Spearhead a new OEM strategy, strengthening partnerships, expanding product approvals, and driving key sales wins.

ALERAN SOFWARE

Company Type: E-commerce (B2B Marketplace, Order Management, SaaS)

Jul 2024 - Present

MEMBER BOARD OF DIRECTORS

As an active board member, I provide strategic leadership to support Aleran Software's growth objectives, focusing on forging high-impact partnerships with leading ERP providers and elevating brand visibility in the competitive e-commerce software market. Collaborating closely with the executive team, I help drive the refinement of go-to-market strategies, streamline operational efficiencies, and promote innovation in product development. I also offer guidance on governance, risk management, and performance metrics to ensure sustainable growth and enhanced market positioning.

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WORK EXPERIENCE

Sutton Growth Advisors

Company Type: Management Consulting Firm

Nov 2023 - Present

CRO, GM, Managing Director

As Founder and Managing Director of Sutton Growth Advisors, I deliver tailored, innovative solutions to drive sustainable revenue growth and operational excellence. Trusted by Private Equity, Venture Capital, Boards, and Executive teams, I help startups, scale-ups, and turnaround businesses overcome growth challenges and achieve their strategic goals through deep industry insights and execution.

Ivanti

Company Type: IT Software (Endpoint Mgmt., Security & Service Mgmt.)

Jan 2018 - Dec 2022

Senior Vice President & General Manager

Accelerated the growth of 4 Business Units: License Management Compliance, Service Management (EXM) – Security, UEM, and GoldMine through the development and execution of a transformative strategy in revenue & market capture through sales planning, process, and talent development.

- Led a team of 2 VPs, 1 Director, 4 Regional VPs, and 54 Sales Specialists on an annual software license budget of $97.5M at 110% average over-budget performance in FY22 through Q3.

Vice President & GM – Extended Product Group (EPG)

Created an independent Business Unit to tackle underperforming Legacy products with a year-over-year decline in revenue by defining the sales strategy, managing employee talent, and encouraging collaboration.

- Built a team of 75 employees in Sales, System Engineering, Marketing, and Engineering.
- Expanded this market segment and increased bookings output by 21% year-over-year.

Vice President, Enterprise Account EPG - Americas

Scaled the business by leading efforts to target the company's largest and most significant customers by refining sales motions, expanding executive relationships, and selling high-value solutions with existing and prospective enterprise accounts across the region.

- Built and developed a high-performing sales team using enablement of knowledge transfer.
- Expanded new opportunities through an account penetration model to encourage multi-angle access.

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WORK EXPERIENCE

Fidelis Cyber Security
Company Type: Threat Detection, Network Security)

Apr 2016 - Oct 2017

Vice President, Americas Sales

Reassigned by Marlin Private Equity Partners following the successful sale of Openwave Messaging to grow the America's commercial business at Fidelis by directing 3 Regional VPs, 21 Sales Representatives, and a Business Development group focused on lead generation. Multiple sales account wins with companies including Microsoft, HP, Ernst & Young, Met Life & Carnival Cruise Lines.

Openwave Messaging, Inc.
Company Type: Messaging, Email, Security Solutions)

Feb 2014 - Mar 2016

Vice President, Worldwide Sales

Hired by Marlin Private Equity Partners to run worldwide sales of a newly acquired business and obtain enough growth to make the company attractive for an exit strategy through an increase in profitability & EBITDA. Achieved a $78M sales target inclusive of license, renewal, and support by building an effective Sales organization and successfully sold the company for profit in 2.3 years.

Infor Global Solutions
Company Type: Enterprise Software (ERP, SCM, Cloud Solutions)

Apr 2003 - Jan 2014

Vice President, Global Accounts

Expanded growth 20% year-over-year by hiring, developing, and leading the global account team through 8 direct reporting executives closing transactions >$10M. During tenure held ranking of "Top VP" for 9 years and ≥75% of organization went to the Club and was named Company Team of the Year.

⁎Promoted from VP Sales, Manufacturing (2005-2008), VP Sales, Process Business Unit (2003-2005)

EDUCATION

1984 | Ewing, NJ
BA – Public Administration
Minor – Computer Science

SKILLS

Go-To-Market Strategy
Customer Focus
Merger & Acquisitions
Team Development
Sales Process Methodologies
Negotiation & Resolutions
Sales Process Improvement
Revenue Growth & Profitability
Matrixed Sales Organizations
Domestic/International Markets
Sales Optimization
Collaborative Leadership