



Howard Doherty

CSO

About Howard Doherty

A progressive data-driven senior sales leader with a bias for action and year-over-year success, Howard puts tech companies on the map. An inclusive, empowering developer of people and teams, he drives revenue and profitability for emerging tech startups and more established brands. An expert in building sales organizations from the ground up, he creates infrastructure, establishes sales plans and pipelines, and identifies new markets and opportunities, positioning firms for a successful exit. A charismatic, transparent, and persuasive communicator, Howard builds trust and buy-in with ease and excels in delivering business value.

How Howard has Helped Businesses Grow

- Drove \$1.8 million ARR in first year of sales at Titaniam, on target for \$4.5 million in next year. Landed major global logos Palo Alto Networks, Qualys, Honeywell, Expedia Group, Fannie Mae, Opportun, and OdysseyRE. Doubled average deal size to \$250K.
- Grew ARR from \$150K to \$16.5 million over four years at Cassia Networks. Closed the two largest deals in company's history-to-date, bringing in \$1.65 million.
- Achieved \$3 million revenue in year one and \$12 million in year two at DriveScale. Drove pipeline and customer base expansion on a shoestring budget.
- Grew business 270% in less than three years to \$70 million at Western Digital.
- Grew the business from \$400K to \$26 million (at time of acquisition) at Arkeia Software. Increased closing rates from 27% to 71% in three years.
- Increased sales from \$1.9 million to \$10.6 million in two years at NetContinuum, then performed on target for \$23 million in the next year. Created a channel sales program which accounted for 60% of revenue.

Executive Experience

- Vice President of Sales, Titaniam Inc. (now Portal26)
- Vice President of Sales, Cassia Networks Inc.
- Vice President, Worldwide Sales, DriveScale Inc.
- Director of Sales, PanAm & APAC, Western Digital Corp.
- Vice President, Worldwide Sales, Arkeia Software Inc.
- Vice President, Worldwide Sales, NetContinuum Inc.
- Vice President, Worldwide Sales, Sana Security Inc.

Expertise

Industry Experience

- Technology
- SaaS
- AI
- Datacenter
- IoT
- IIoT
- HIoT
- Cyber Security (network and data)
- Backup and Storage

Specialties

- Sales Growth
- Channel Strategy
- International Expansion

Education

- BS, Marketing, University of Southern California

Contact Information

Howard Doherty
Phone: 415.308.0961
HDoherty@chiefoutsiders.com
www.chiefoutsiders.com