



Stas Wolk

CSO

About Stas Wolk

A seasoned technology executive, Stas brings experience in leading companies and divisions with up to \$300 million P&L responsibility and several thousand employees across multiple global sites. Passionate about delivering innovative solutions that transform customer business models, he builds high performance teams and maintains long term client relationships while building a culture of customer obsession and success. Adept at converting technology and capabilities to solutions that solve business problems, he optimizes sales funnels and cycles via sound selling methodologies that deliver high growth and reliable revenue forecasts.

How Stas has Helped Businesses Grow

- Delivered 10x revenue growth over 4 years at Link Labs while navigating pandemic turmoil. Shifted revenue mix to a SaaS recurring revenue model.
- Delivered \$50 million in annual EBITDA at XPO Logistics, exceeding 2-year revenue and EBITDA goals. Leveraged automation technology, Lean, Six Sigma and Continuous Improvement initiatives while overcoming significant customer and market challenges.
- Led Cellebrite's entry into the aftermarket services domain and its efforts extending the company's diagnostics technology with new offerings and capabilities that enable innovative service models in reverse supply chain management and remanufacturing.
- Drove revenue and margin growth at Jabil Global Services' AMS mobility sector through geographic expansion and service extension, managing existing OEM account relationships and entering the tier 1 carrier and retail markets.
- Grew new business sales from \$8.2 to \$39.4 million in two years at SourceRight Solutions.
- Delivered 50% YoY growth restructuring Neverfail's 25-person sales organization, developing and implementing a new go-to-market strategy and sales plan.
- Delivered 400% annual revenue growth at Omnilink. Company acquired by Numerex.

Executive Experience

- Executive Vice President, Commercial Excellence, Apkudo Inc.
- Chief Operating Officer, Link Labs
- Senior Vice President, Telecom Carriers, XPO Logistics
- Vice President of Global Strategic Alliances, Cellebrite
- Mobility Sector Vice President, Jabil Global Services
- Vice President of Sales, SourceRight Solutions
- Vice President of Sales and Head of Global Mobility Practice, Neverfail Group
- Senior Vice President of Sales, Omnilink
- Director of Sales and Account Management, BlackBerry

Expertise

Industry Experience

- SaaS
- Technology
- Wireless/
Telecommunications
- IoT
- Robotics
- Circular Economy
- Supply Chain Management

Specialties

- Sales Growth
- Growth Strategy
- Go-to-Market Strategy
- Product
- Technology and Solution Innovation
- Business Transformation
- Building Effective Teams
- Curing Organizational Dysfunction

Education

- MBA, San Francisco State University
- BS, Mechanical Engineering, Stanford University

Contact Information

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