

# Jon D Harper Speaker Bio

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Jon is a strategic visionary and a hands-on business transformational leader for mid- to late-stage SaaS companies exploring hyper-growth phases and seeking a differentiated advantage. He is an expert at building, running, and scaling SaaS Professional Services organizations. He advises numerous executives in the Collaborative Work Management (CWM) space and has published numerous articles on behavioral performance management and business strategies. He is a frequent speaker on topics such as SaaS professional services strategies and scale, high-performance team development, sustainable competitive advantages, disruptive strategies and pyramid of value strategies

Most recently Jon served in the role of Vice President and Global Head of Professional Services at Smartsheet. He built a 300+ person organization, managed a \$150M global Professional Services P&L, delivered a 76% compounded average growth rate (CAGR) over 6 years and contributed 11% to top-line revenues through a successful IPO. Before Smartsheet he managed multi-million dollar service organization P&Ls, scaled operating units across several industries, and served as a business strategist and trusted advisor to C-level executives at Johnson & Johnson, Roche, AT&T, and other Fortune 500 companies. Jon attributes his success as a leader to an unwavering commitment and dedication to lifelong learning, self-improvement, personal growth, and the growth and development of the people and teams he leads.

Jon earned a BS in Chemical Engineering from Texas Tech university and an Executive MBA from the Cox School of Business at Southern Methodist University. Jon currently resides in Washington DC with his wife Nicollette. He is an avid traveler, runner, and amateur golfer.

To contact Jon for your next speaking, or team engagement, please contact him via his website at [www.JonDHarper.com](http://www.JonDHarper.com).