

Michael L Grant

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SUMMARY

Senior Business Development Leader with twenty-five plus years in consultative sales and relationship management in cybersecurity software and services, fintech, public accounting, and professional services.

- **Strong network equity** in the Houston market
- **Proven success** identifying, qualifying, and closing the sale of cybersecurity and information technology services, software, professional services, and business & technical solutions
- **Initiative-taker** with exceptional interpersonal and networking skills that **quickly establish rapport**, building and sustaining strong relationships with decision-makers; perceived as a trusted advisor with highly effective consultative selling skills
- Strong qualifications in developing strategic business plans, “connecting the dots,” lead generation, pipeline management, sales presentations, overcoming objections, contract negotiations and closing, **key account acquisition, cross-selling, and client retention**
- Earlier background as **CPA in senior positions** in audit, SEC, financial accounting, management, and training

EXPERIENCE

Business Development, Set Solutions (now Trace3) 2022 – 2023

- Developed and managed commercial accounts for **TOLA Region’s leading cybersecurity Value-Added Reseller and Solutions Integrator**
- Professional Services included Cybersecurity Risk Assessments, Pen Testing, Incident Response, and Business Continuity and Disaster Recovery

Director, Business Development, Cirrus Cybersecurity 2019 – 2022

- **Exceeded 130% of Sales Quota** in leading business development efforts for this startup targeting Enterprise to mid-market companies for identity security, access management, and CISO Advisory Services
- Identified, developed, and supported **strategic alliances** with national integrators and Value-Added Resellers to provide certified and expert level delivery resources

Sr. Manager, Business Development Executive, Deloitte Growth Services 2018 - 2019

- Identified opportunities for new and existing **middle-market** and **privately held companies** across all firm services (digital transformation, cloud computing, M&A, risk & financial advisory, audit, tax, and consulting)
- Led firm’s efforts in supporting and sponsoring Association for Corporate Growth (ACG), Financial Executives International (FEI) as well as the Greater Houston Partnership (GHP)

VP, Business Development, Entoro Capital, LLC 2016 - 2018

- Led business development efforts for this innovative startup **energy-focused** investment banking **fintech group** powered by OfferBoard, a new capital raising platform targeting accredited investors
- **Developed** firm’s alliance partner program to help support review and qualification of proposed deal flow
- Recruited industry leaders for Houston’s first **Energy Blockchain Forum** addressing how each managed and conquered the various challenges and benefits of blockchain technology
- Coordinated co-marketing seminars with **referral partners** (e.g., law firms, banks, CPA firms)

Director, Business Development, Hein & Associates (now Moss Adams) 2014 - 2016

- As **Houston’s first business development resource**, targeted public and private companies for accounting, audit, tax, M&A, valuation, transaction & business advisory services for this top 100 public accounting firm
- **Closed over \$5.5 million in projects**, including the largest in firm history
- Organized firm seminars and executive roundtables partnering with private equity groups, law firms, and investment bankers to demonstrate firm’s energy expertise and leverage network relationships
- Coordinated firm sponsorship and participation for events with EnerCom’s Oil and Gas Conference, Houston Private Equity Association, NAPE, Oil Scouts, and Oilfield Helping Hands

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EXPERIENCE (cont'd)

Director, National Accounts, DuCharme, McMillen & Associates

2010 – 2013

- **Developed new business** and managed existing client relationships for this state and local tax (SALT) firm with a focus on Fortune 2000 companies
- Assisted companies with **minimizing their taxes**, enhancing the efficiency of their tax administration through industry-leading technology solutions, and managing their tax compliance obligations
- Helped **drive record attendance** to company's regional tax events
- Fostered key relationships with local, regional, and national organizations including Tax Executives Institute (TEI), Council on State Taxation (COST), and Construction Financial Management Assoc (CFMA)

Business Development Manager, Jefferson Wells International

2005 – 2010

- **Rookie of the Year** 2006 (50+ offices and approximately 40 first-year Business Development Managers)
- **Pro Club** 2006 (14 of 140 peers qualified) and Houston's top revenue producing and percent of quota Business Development Manager in 2007, 2008, and 2009 for this professional accounting services firm providing technical risk management, risk advisory & compliance, finance & accounting, and tax services

Regional Sales Manager, BindView Software (now Symantec)

1999 - 2005

- Consistently exceeded sales quota **averaging over 130% of plan** for this global provider of IT security & compliance, directory administration, vulnerability management, and provisioning software
- **President's Club**, 2000, 2002, 2003 and 2004
- Top performing Regional Sales Manager in Midwest for 2003 and 2004
- Developed BindView's **first enterprise and multi-year contract**, which became the foundation for company's SaaS pricing model
- Closed the **first sale** of company's new product offerings for both Microsoft Exchange and Oracle

Account Manager, BCS Systems

1994 – 1999

- **Exceeded sales quotas in 1995, 1996, and 1997** and honored for **most new accounts in 1995**
- Managed all sales efforts to Fortune 2000 companies with this systems integrator, channel partner and Value-Added Reseller of FileNet, Microsoft, HP, and IBM hardware and software solutions

AUDITING & PUBLIC ACCOUNTING EXPERIENCE

Controller, Equinox

Audit Senior, Price Waterhouse

Auditor, Arthur Andersen & Co.

EDUCATION, CERTIFICATIONS & MEMBERSHIPS

Bachelor of Business Administration, Accounting, University of Texas at Austin

Certified Public Accountant (Texas License ID: 50707 non-active)

Member & Volunteer

- Houston Energy Finance Group
- InfraGard
- ISACA
- ISSA
- PDA - Private Directors Association
- SFNet - Secured Finance Network (fka, Commercial Finance Group)
- Advisory Board Member, Houston Achievement Place
- 2024 Sports Breakfast Task Force for Boy Scouts of America, Sam Houston Area Council