

# JON D HARPER

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Jon D. Harper is a renowned strategic visionary and hands-on business transformation leader, specializing in guiding mid- to late-stage SaaS companies through hyper-growth phases and achieving a differentiated advantage. With extensive expertise in building, managing, and scaling SaaS Professional Services organizations, Jon's insights have become invaluable to executives. He is a prolific author on topics of behavioral performance management and business strategies and frequently speaks on:

- SaaS professional services strategies and scaling
- High-performance team development
- Sustainable competitive advantages
- Disruptive strategies
- Pyramid of value strategies

## Professional Achievements

Jon served as the Vice President and Global Head of Professional Services at Smartsheet. During his tenure, he:

- Built a 300+ person organization
- Managed a \$150M global Professional Services P&L
- Achieved a 76% compounded average growth rate (CAGR) over six years
- Contributed 11% to top-line revenues through a successful IPO

Jon has also managed other multi-million dollar service organization P&Ls, scaled operating units across various industries, and served as a business strategist and trusted advisor to C-level executives at Johnson & Johnson, AT&T, and other Fortune 500 companies.

## Personal and Educational Background

Jon attributes his success to an unwavering commitment to lifelong learning, self-improvement, personal growth, and the development of his teams. He holds 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 Nicolette. Outside of his professional endeavors, he is an avid traveler and amateur golfer.

## Contact

To invite Jon D. Harper for your next speaking engagement or team event, please reach out via his website at [www.JonDHarper.com](http://www.JonDHarper.com).