

# Michael L Grant, CPA (*non-active*)

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## SUMMARY

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

- Connector with **strong network equity** in the Houston market
- **Proven success** identifying, qualifying, and closing the sale of professional services, software, cybersecurity, 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 across a diverse range of personality types & experience levels
- Strong qualifications in developing strategic business pursuit 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 Executive, MGBD, LLC

Oct 2023 – present

- Business Development Managed Services to clients focused on finding and **contracting with strategic partners and customers**
- Develop and deliver go to market strategy by mapping processes on specific project initiatives for desired outcomes

### Mid-Market Business Development Leader, Set Solutions (now Trace3)

May 2022 – Sept 2023

- Led commercial account team for **TOLA Region’s leading cybersecurity Value-Added Reseller and Solutions Integrator** until acquisition by Trace3

### Vice President, Business Development, Cirrus Cybersecurity

Sept 2019 – Feb 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 and partnerships** with national integrators and Value-Added Resellers to provide certified and expert level delivery resources

### Sr. Manager, Business Development Executive, Deloitte Growth Services

Mar 2018 – June 2019

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

### Vice President, Business Development, Entoro, (Oil & Gas Asset Clearinghouse)

Dec 2016 – Feb 2018

- **Spearheaded** business development efforts for this innovative **energy-focused fintech start-up** leveraging OfferBoard capital raising platform targeting accredited investors
- **Developed** and managed the firm's alliance partner program to support deal flow qualification
- Coordinated **co-marketing initiatives** with referral partners and organized firm participation in industry networking events
- Recruited industry leaders for the **inaugural Energy Blockchain Forum** in Houston

### Director, Business Development, Hein & Associates (now Moss Adams)

Feb 2014 – Sept 2016

- As **Houston’s first business development resource**, partnered with practice leaders targeting public and private companies for accounting, audit, tax, M&A, valuation, and transaction advisory services
- **Closed over \$5.5 million in projects**, including the largest in firm history
- Organized **executive roundtables** partnering with private equity groups, law firms, and investment bankers to demonstrate firm’s expertise
- Led firm’s efforts for **NAPE, EnerCom’s Oil & Gas Conference, and Houston Private Equity Association**

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## EXPERIENCE (*cont'd*)

### Director, National Accounts, DuCharme, McMillen & Associates

Oct 2010 – Feb 2013

- **Developed new business and expanded service offerings** to existing client relationships for this state and local tax (SALT) firm, focusing on Fortune 1000 companies
- Led strategic account planning sessions to identify client needs and direct follow-up by subject matter experts resulting in millions of dollars in tax savings for our clients
- Helped **drive record attendance** to company's regional tax events
- Fostered key relationships with local, regional, and national tax organizations

### Business Development Manager, Jefferson Wells International

Oct 2005 – Mar 2010

- Leveraged cross-functional services to expand client base and generate revenue
- **Global Rookie of the Year** in 2006 and recognition as **region's top manager for 2007, 2008, and 2009**
- Earned multiple awards for exceptional client satisfaction and relationship building.

### Regional Sales Manager, BindView Software

Feb 1999 – Sept 2005

- **Consistently exceeded sales quota by an average of 130% of plan** for this global IT security provider
- President's Club member in 2000, 2002, 2003 and 2004
- **Top Regional Manager** for 2003 and 2004
- Developed **first enterprise and multi-year contract**, which became the foundation for company's SaaS pricing model

### Account Manager, BCS Systems

Feb 1994 – Jan 1999

- Led sales efforts to **Fortune 2000 companies**, managing campaigns, advertising, and negotiations for this systems integrator, channel partner, and Value-Added Reseller
- Developed and executed company strategy at regional and national trade shows, driving brand visibility and customer engagement
- Honored with **President's Club** awards in 1995, 1996, and 1997 for outstanding performance and for **Most New Accounts** in 1995

## AUDITING & PUBLIC ACCOUNTING EXPERIENCE

Controller, Equinox

Audit Senior, Price Waterhouse

Auditor, Arthur Andersen & Co.

## EDUCATION, CERTIFICATIONS & MEMBERSHIPS

**BBA in Accounting, McCombs School of Business at The University of Texas**

**CPA (Texas License ID: 50707 non-active)**

### **Member & Volunteer**

- Houston Energy Finance Group
- InfraGard
- ISSA - Information Systems Security Association
- PDA - Private Directors Association, Membership & Engagement Committee
- SFNet - Secured Finance Network
- Houston Achievement Place - Advisory Board of Directors
- Boy Scouts of America - Annual Sports Breakfast Task Force