

JOHN SCHAFFER

Kansas City | [LinkedIn Profile](#) | [Portfolio](#)

EXECUTIVE SUMMARY

Visionary business executive with over 20 years of expertise in strategic partnerships, enterprise innovation, and revenue growth. Proven ability to align business and technology strategies, forge high-impact alliances, and drive multi-million-dollar growth through go-to-market strategies and client engagement. Adept at negotiating complex deals, optimizing business operations, and building high-performing teams to exceed performance goals. Recognized for spearheading transformative initiatives for Fortune 10 companies across North America, EMEA, APAC, and LATAM.

CORE COMPETENCIES

- Strategic Partnerships & Alliances
 - Enterprise Sales & Business Development
 - Go-to-Market & Co-Selling Strategies
 - Executive Relationship Management
 - SaaS, Cloud Technologies & Cybersecurity
 - AI, Advanced Analytics & Data-Driven Strategy
 - Operational Efficiency & Compliance
 - Leadership, Team Development & Coaching
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PROFESSIONAL EXPERIENCE

Schaffer Solutions, Shawnee, KS

Chief Executive Consultant (2017 – Present)

- Implemented and operated the Schaffer Solutions Strategic Alliances program for multiple companies, securing partnerships with AWS, Salesforce, Atlassian, ServiceNow, and more, generating recurring revenue streams.
- Developed branding, productization, and go-to-market strategies for high-growth startups and healthcare technology companies, achieving \$12M in pipeline growth.
- Modernized sales and CRM systems, increasing lead conversion rates and customer satisfaction.
- Led cross-functional teams to optimize sales operations, data-driven insights, and distribution networks for medical device and healthcare technology firms.
- Created IT SOPs, improving efficiency and reducing operational costs by 20%.

T-Mobile for Business, Overland Park, KS

Senior Manager, Partner Solutions GPO and Alliances (2021 – 2022)

- Implemented and operated the Schaffer Solutions Strategic Alliances program for T-Mobile, expanding key partnerships with AWS, Samsung SDS, Boston Dynamics, and Toast.
- Led the revision and relaunch of a \$200M annual revenue Group Purchasing Organization (GPO) program, optimizing partner collaboration and market penetration.

- Integrated advanced technologies to enhance partner collaboration and market reach.
- Led an account team that exceeded sales targets by 250%.

Newmark Knight Frank

Managing Account Director (2018 – 2019)

- Managed strategic partnerships and technology enablement for real estate clients.
- Developed SaaS solutions, increasing operational efficiency and revenue growth.
- Led compliance frameworks, enhancing regulatory adherence by 80%.

Ebusiness Strategies

Technology & Account Director (2012 – 2017)

- Established alliances with Google, Apple, and ExxonMobil, achieving an 867% engagement growth.
- Led security assessments to enhance regulatory compliance.
- Conducted business process reviews that streamlined operations and reduced costs.

Deloitte

Senior Manager, Business Strategy & Transformation (1998 – 2012 & 2017 – 2018)

- Led an \$85M "Workplace of the Future" initiative, impacting 80,000 users.
- Managed multimillion-dollar technology implementations to enhance service delivery.
- Oversaw nationwide adoption of technology solutions, driving business transformation.

NOTABLE CONTRIBUTIONS & ACHIEVEMENTS

- **2023-2024:** Built channel and strategic sales operations, forging partnerships with AWS, Atlassian, Salesforce, and ServiceNow.
- **2021-2022:** Implemented and revised T-Mobile's Strategic Alliances and GPO programs, contributing \$200M in subscriber sales and surpassing MBOs by 250%.
- **2020-2021:** Helped startups generate \$12M in pipeline growth.
- **2018-2019:** Consolidated seven systems into a single data warehouse, accelerating SEC compliance by 80%.
- **2017:** Developed a comprehensive sales territory analysis, leading to an IPO within three years.
- **2016:** Built PSEG's real estate department, governing \$100M in assets.
- **2015:** Optimized Google's global real estate processes.
- **2012:** Led ExxonMobil's corporate real estate optimization, driving new consulting projects worth \$1.5M+.
- **2007:** Managed an \$85M office development project, completing it 10% under budget.
- **2001-2007:** Received multiple awards for delivering projects ahead of time and under budget.

EDUCATION & CERTIFICATIONS

- 100+ Credit Hours in Psychology & Philosophy, Fort Hays State University
- AWS Sales Accreditation
- Atlassian Sales Accreditation
- Starburst Sales Accreditation

- Google AI Essentials (In Progress)
 - AWS Cloud Practitioner Bootcamp
 - Leadership Training, Deloitte University
 - CompTIA A+ Certification
 - Certified Network Administrator
 - Salesperson License, Kansas Real Estate Commission
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TECHNOLOGIES & TOOLS

- **Enterprise Platforms:** ERP (SAP), IWMS (IBM TRIRIGA)
 - **Cloud & SaaS:** AWS, Microsoft Azure, Google Cloud, Snowflake, DataBricks
 - **Collaboration Tools:** Salesforce, Microsoft Teams, Atlassian Suite, Asana, Slack, HubSpot
 - **AI & Data Analytics:** Power BI, Qlik, Gemini, Microsoft Copilot, Sora
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