

KEVIN R. CURTIS

Digital Transformation Executive — AI/Edge Infrastructure, GPU Cloud, Cybersecurity

Leesburg, VA | 571.302.0186 | kevinrcurtis1@gmail.com | www.linkedin.com/in/kevinrcurtis1 | www.kevinrcurtis.com

EXECUTIVE SUMMARY

Technical GTM and digital-transformation executive with 25+ years translating advanced infrastructure, including AI and edge computing, GPU cloud, 5G and Mobile Edge Compute, into deployed enterprise solutions and measurable commercial results. Previously led 5G, Edge AI and digital-transformation programs across a \$300M+ Verizon Business portfolio, winning pursuits with MEDDPICC, value selling and Shipley capture. Holds formal NVIDIA certificates in Enterprise AI, Agentic AI, Metropolis, Video Search and Summarization, and Omniverse.

CORE COMPETENCIES

- AI/Edge Infrastructure Architecture
- GPU Cloud & Hyperscaler Alliances
- Cryptographic Agility & PQC Readiness
- 5G, Mobile Edge Compute & FWA
- Edge Compute & Robotics/Autonomy Markets
- Technical Due Diligence & Discovery
- Digital Transformation Leadership
- Cross-Functional Executive Leadership
- Complex Commercial Negotiation
- Board & C-Suite Relationship Building

GTM Methodologies — MEDDPICC (Verizon DQLM), Value Selling (Verizon Velocity Selling, McKinsey-designed), Shipley capture & proposals

PROFESSIONAL EXPERIENCE

Founder & Chief Executive Officer | *VideoIQ.ai* Jan 2025 – Present

- **AI Venture Creation:** Conceived and launched an AI video-intelligence venture addressing the large volume of unanalyzed security and operational video identified through enterprise and executive customer discovery while at Verizon. Authored the business plan, market strategy, product architecture and GTM model.
- **Product Strategy, Development and GPU Cloud Security:** Developed the initial NVIDIA-based solution and working demonstration in approximately two months, enabling natural-language interaction with live and archived video through summarization, semantic retrieval, contextual analysis and alerting.
- **NVIDIA Ecosystem Validation:** Secured acceptance into NVIDIA Inception and subsequent approval for NVIDIA's VC/ICC program; established relationships across GPU cloud and accelerated-computing providers, including Brev and Nebius.

Senior Client Advisor & Frontline Portfolio Leader (Public Sector / Federal) | *Verizon Business* 2016 – 2025

- **5G, Edge & AI GTM Acceleration:** Led a multiyear technical GTM expansion across 5G, Mobile Edge Compute and Edge AI that shortened proof-of-concept-to-production cycles by 35%, converted \$85M of pipeline and created \$100M in customer value through executive discovery, solution development and cross-functional execution.
- **P&L & Portfolio Ownership:** Directed a \$300M+ commercial technology portfolio maintaining ~20% gross margins; advised C-suite executives and technical architects across Fortune 100 enterprise, financial, and critical-infrastructure accounts.
- **GTM Methodology & Deal Discipline:** Ran pursuits through Verizon DQLM (MEDDPICC-based deal qualification and lifecycle management) and McKinsey-designed Verizon Velocity Selling; applied Shipley capture and proposal practices to competitive federal and SLED procurements.
- **Major Transformation Wins:** Secured \$75M in multi-year digital transformation contracts across marquee clients (PG&E, FPL, Javits Center, LAX, Mercedes-Benz Stadium, Bank of America).
- **Team Leadership & Account Operations:** Managed 60+ cross-functional sales, product, delivery, and CX professionals; instituted formal Strategic Account Plans and executive QBR cadences.

EARLIER CAREER

Includes operating leadership inside a financial services / private equity environment (Cerberus Capital Management) and channel and alliance program-building across Marconi/Ericsson, NEC, Booz Allen, GDIT, and Verizon in both commercial and regulated public-sector markets.

VP, BD – IoT Managed Solutions | *Monitor8* 2014 – 2016

- Scaled a \$40M pipeline across Smart Cities and predictive-analytics accounts using MEDDPIC-style qualification and value-based selling; secured ThingWorx SI status and launched the first cloud-based IoT monitoring platform (AWS EMR/SageMaker).

Director, Business Development | *General Dynamics IT* 2013 – 2014

- Led a \$140M digital-transformation program integrating AI/ML for real-time decision-making; applied Shipley capture and proposal practices to generate \$14M in new revenue; company Top Innovator Award (2014).

VP, Business Development | *QinetiQ North America* 2011 – 2012

- Doubled qualified pipeline through rigorous deal qualification and Shipley capture discipline, adding \$50M in incremental revenue in 6 months; partnered with AWS on cloud-security compliance foundations, generating a \$65M pipeline.

VP, Deal Gen. & Business Development — IT Service Portfolio | *Cerberus Capital Management* 2002 – 2004

- Led value-driven deal qualification, due diligence and acquisition of nearly 10 operating entities in software and IT infrastructure services; managed a team of 120 IT service professionals; increased portfolio company revenues 30% while trimming costs 20%.

VP & SVP, Business Development — Global Enterprise IT & Photonic Solutions | *Marconi/Ericsson* 2000 – 2002

- Led a global team of 800, securing a \$300M contract for a secure optical networking backbone through a disciplined capture and value-selling approach; promoted VP to SVP within six months, named to the Global Leadership Team.

Director, Business Development | *NEC America* 1998 – 2000

- Secured \$8M in contracts with wireless carriers, including T-Mobile, by value-selling wireless multimedia solutions.

Management Consultant | *Booz Allen Hamilton & Arthur D. Little* 1995 – 1998

- Began career in management consulting, advising Fortune 1000, aerospace, and telecom clients on technology strategy, alliances and value-based go-to-market.

EDUCATION & CERTIFICATIONS

M.S., Management — Hult International Business School

B.S., Engineering — Northeastern University

Postgraduate Studies — Harvard Business School (Strategy & Leadership); MIT (IoT for Business Leaders)

NVIDIA Enterprise AI, Agentic AI, Metropolis, VSS & Omniverse Certified | AI Infrastructure and Operations Certificate | AWS Cloud, FMs, LLM & GenAI (SageMaker/Bedrock) Practitioner | LangChain Agentic AI Certified | Databricks Data & RAG Architecture (Cross-Domain) Certified

Sales & BD Training: MEDDPIC (Verizon DQLM) | Verizon Velocity Selling (VVS, McKinsey-designed) | Shipley Capture & Proposal Management | Richardson Sales Method | Digital Transformation Executive