

Kevin R. Curtis

VP of GTM Strategy, VP of BD — Infrastructure, AI, GPU Cloud, 5G, SaaS, Security, Digital Transformation

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EXECUTIVE SUMMARY

Commercial GTM executive with 25+ years building revenue, P&L, and strategic alliances across AI/edge infrastructure, quantum-resilient technology, and connectivity solutions. Most recently recruited as SVP to stand up a new enterprise GTM motion for a quantum-resilient security venture, building a \$50M pipeline in 3 months. Founder of an NVIDIA Inception-backed AI venture, personally authoring the business plan, GTM model, and tier-structured pricing while negotiating hyperscalers and GPU-enclave alliances. Directed a \$300M+ commercial technology portfolio at Verizon Business, accelerating 5G, Mobile Edge Compute, FWA and Edge AI adoption. Skilled at engaging founder- and C-suite-level buyers in emerging, technically complex categories and converting deep infrastructure capability into lighthouse customers and revenue.

CORE COMPETENCIES

• GTM & Vertical Strategy	• AI/GPU Infrastructure Commercialization
• Executive Level Discovery Sessions & Selling	• Hyperscalers & Ecosystem Alliances
• Commercial, Channel & Pricing Strategy	• Edge Compute & Robotics/Autonomy Markets
• Pipeline Build & Lighthouse Account Capture	• C-Suite & Board Engagement

PROFESSIONAL EXPERIENCE

SVP, Commercial & Regulated Markets | Entrokey Labs

Mar 2026 – Jul 2026

Recruited to build the commercial regulated markets practice and direct enterprise GTM strategy for an early-stage cryptographic software venture; business unit restructured following venture funding and commercial product-market alignment priorities.

- **Enterprise GTM & Pipeline Creation:** Designed and deployed the initial enterprise GTM playbook, CRM architecture, and deal-review gates; built a **\$50M qualified PoC/sandbox pipeline in 90 days** across Tier-1 financial institutions, energy utilities, and technology channels (including JPMC, Wells Fargo, Deutsche Bank, NextEra, WWT, AWS, and Verizon).
- **CISO Architectural Discovery & Validation:** Facilitated executive technical discovery sessions with Fortune 100 CISOs and security architects to evaluate cryptographic agility, NIST/PQC readiness, and low-latency entropy integration across cloud HSM, SASE, and edge network infrastructures.

Founder & Chief Executive Officer | VideoIQ.ai

2025 – 2026

- **Venture Leadership & NVIDIA Ecosystem:** Founded an AI video analytics venture from concept into the **NVIDIA Inception Program**, overseeing full-stack edge-compute and data architecture engineered for high-throughput, real-time inference workloads.
- **Product Strategy & Alliances:** Authored the comprehensive business plan, product roadmap, GTM model, and tier-structured pricing strategy; negotiated co-development, infrastructure, and distribution alliances with cloud hyperscalers and GPU-enclave providers (including Brev and Nebius).
- **Technical Execution & Transition:** Designed and deployed a production-grade video analytics environment (VSS on Brev) and authored a \$5M funding pitch accepted into the **NVIDIA VC ICC Program** before transitioning the business to investing founders.

Executive Client Advisor & Portfolio Leader | Verizon Business

2016 – 2025

- **P&L & Portfolio Ownership:** Directed a **\$300M+ commercial technology portfolio** maintaining ~20% gross margins; advised C-suite executives across Fortune 100 enterprise, financial, and critical-infrastructure accounts.
- **5G, Edge & AI GTM Acceleration:** Led a multi-year GTM expansion across 5G, Mobile Edge Compute (MEC), and Edge AI—reducing field-ops costs by 18%, accelerating PoC-to-production cycles by 35%, boosting CX metrics by 10%, and generating **\$85M in pipeline conversion / \$100M in net value creation**.
- **Team Leadership & Account Operations:** Managed 60+ cross-functional sales, product, delivery, and CX professionals; instituted formal Strategic Account Plans and executive QBR cadences.
- **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); advised Verizon Ventures portfolio companies on GTM scaling.

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; 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; generated \$14M in new revenue; company Top Innovator Award (2014).

VP, Business Development | QinetiQ North America

2011 – 2012

- Doubled qualified pipeline, 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 due diligence and acquisition of nearly 10 operating entities in software and IT infrastructure services; oversaw post-acquisition integration and business strategy execution.
- Managed a team of 120 IT service professionals, including VPs, Sr. Directors, and Directors; increased portfolio company revenues 30% while trimming costs 20%, driving successful exits.
- Secured \$20M infrastructure service contracts each with Lockheed, Mastec, and Comcast.

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; 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, through 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 and alliances — foundational relationships and analytical rigor that carry into current work.

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

Verizon & Marconi Sales, BD and Digital Certifications: Richardson Sales Method | Digital Transformation Executive | Verizon Velocity Selling (VVS)