

**Lisa V. Johnson, MBA**

Lisa Vallien Johnson is the mother of one daughter, Christian J. Moore, a seventeen year old senior in high school. She is married to Kenneth Johnson, LtCol, USAF (ret.) and blessed with two bonus children (Joshua and Joi).

She graduated from Grambling State University with a major in Computer Information Systems and Mathematics and has a MBA from Keenan Flagler Business School at University of North Carolina Chapel Hill with a focus on International Business.

Professionally, Lisa is a seasoned **Senior Global Sales Executive** who drives profitability and market share for the world’s premier technology services company. During her 30+year tenure at IBM, Lisa has been recognized with 24 corporate awards for outstanding sales leadership, as she consistently generates up to 15% year-over-year growth while penetrating new markets across six continents. She identifies and quickly capitalizes on business opportunities for direct/indirect sales and builds winning teams that outpace the competition.

Lisa joined IBM as a systems engineer and rapidly advanced into sales leadership roles, where she developed an expertise for business turnarounds. Her client base has spanned 500+ global companies in the insurance, finance, healthcare, distribution and life sciences industries. Lisa excels in the full range of sales leadership, including strategic planning/execution, cross-brand management and alternate channel selling.

Currently, Lisa currently manages IBM’s $860M DXC, Inc. account—the largest independent systems integrator in the world—where she directs a 21-member sales team throughout North America, South America, Europe and Asia. She has exceeded growth targets for three consecutive years on this integrated account and developed an AI roadmap, leveraging IBM’s Watson solutions to transform DXC’s life and wealth business line. Her work has been featured in the industry.

Previously, Lisa managed a $676M sales portfolio for IBM’s Global Technology Services. In this role, she secured 150 new global business partners in five years (up from less than 10 upon arrival) and increased alternate channel sales from less than 1% to 15% of GTS. What’s more, Lisa introduced a partner-led model in North America, Europe and Japan, which integrated GTS into the core of IBM’s general business strategy.

Lisa has served in multiple leadership roles. She spent 16 years in Raleigh, NC before moving to Jacksonville, FL. Her primary mission is to help companies leverage information technology to become more productive and competitive globally. And, she has won numerous awards from IBM including: The Sales Excellence Award(s), Manager’s Leadership Award(s), and USA Customer Satisfaction Award(s) just to name a few.

She is a graduate of the Northeast Florida Leadership Program, Leadership Jacksonville, and served on Mayor Peyton’s Advisory Board, the Board of Trustees for the Jacksonville Regional Chamber of Commerce, Co-Chaired Blueprint for Prosperity (Five year strategic vision plan for Jacksonville), the Junior Achievement Board of Directors, and the Board of Directors for JCCI (Jacksonville Community Council Inc.) and honored as a Women of Influence by the Jacksonville Business Journal. And she is currently serving on the Greater Jacksonville Arts Council Board of Directors and the Northeast FL Non Profit Board of Directors. She is an active member of the Bold City Links, Inc. and the Omega Phi Omega Alpha Kappa Alpha Chapter of St. Augustine, Florida.

For more information please visit Lisa’s LinkedIn Profile at the following address:

<http://linkedin.com/in/lisa-v-moore-2418388>