

- KEVIN MOLDESTAD -

Global Director of Sales: Non-Employee Workforce Management
P&L of \$20M+ | Spend Under Management of \$5B+ | Global Sales Team

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- ▶ STRATEGIC AND INNOVATIVE EXECUTIVE with a proven record of results in the continuously evolving contract labor management and software industry.
- ▶ Highly effective in developing and closing sales opportunities.
- ▶ Extensive experience in complex, multi-channel sales and marketing approaches.
- ▶ Skilled in building strong relationships with staffing partners and key clients.
- ▶ Demonstrated success in business start-up and sales growth.
- ▶ Subject Matter Expert in VMS and MSP.

PROFESSIONAL EXPERIENCE

VectorVMS, Raleigh, NC • **Global Director of Sales**

03/2022 - 09/2023

VectorVMS is now a company where I was the original VP - Sales and is one of the first VMS platforms. We grew the business and solidified the partner network by meeting my first-year bookings and revenue targets in 2023. This was a first since pre-COVID days and on target for 2023.

- ▶ Achieved 110% of 2023 Quota. On track for 2024 when position / team was eliminated.
- ▶ Network of 28 revenue generating MSP partners. 36 total partners under contract.
- ▶ Global Sales and Solutions Consultant team.

LinkUp, Minneapolis, MN • **Director HCM Partnerships**

03/2021 - 02/2022

This newly created position was to expand LinkUp's offering into the Human Capital Markets which was a significant deviation from their traditional clients. While meeting my initial target and closing significant contracts, the position was eliminated because of COVID.

- ▶ Establishing focused effort in Human Capital Market sector.
- ▶ Sales through strategic partners as well as corporate clients.
- ▶ Closed new agreements with key clients including KPMG, IBM, Microsoft.

Greenwich.HR, Minneapolis, MN • **Chief Revenue Officer**

03/2018 - 03/2021

This was a self-funded start-up with a heavy investment in technology. As a company of 2 people, we were making good strides and were cashflow positive but not significant to entice a seed round interest. In addition to finding and closing deals, my focus was documenting the sales strategy and brand development. We have found specific growth opportunities in financial markets, consulting organizations, and companies integrating our dataset with their product offering.

- ▶ Establishing sale and marketing strategies for new product offering.
- ▶ Focused efforts to sell through strategic partners and integrators.
- ▶ Closed new agreements with key clients including Yahoo Finance, Aon, WorldQuant, and Walmart.
- ▶ Raising seed round interest to expedite sales growth and brand development.
- ▶ Continuously working closely with CEO to establish policies, product development, and operational efficiencies consistent with our vision, growth, and revenue objectives.

Dahl Consulting, St. Paul, MN • **Vice President - Contract-Central**

08/2009 - 02/2018

Recruited by CEO of Dahl Consulting to create a new business unit, Contract-Central. Oversee all aspects including sales, marketing, product development and operations. Also, a director for Dahl Consulting Managed Services Programs, the delivery arm that provides managed services to end-user clients.

- ▶ Developed and deployed software and programs achieving cash flow positive within first six months.
- ▶ Played a leadership role in setting sales strategy and closing key clients including Cargill, Medica, Deluxe, St. Jude Medical and Ecolab.
- ▶ Successfully closed over \$220M in spend under management.
- ▶ Recognized as 2014 Employee of the Year across all brands.

Peopleclick, Minneapolis, MN • **VP Sales**

2004 - 2006, 1999-2002

One of the original team members of itiliti and the first sales leader. We grew the business from MVP to 14 brands utilizing the program. We sold the company to Peopleclick which became Peoplefluent and now VectorVMS. After initial sale, I came back to train and close deals with Peopleclick's sales team.