

# KASASA®

## EXECUTIVE BIOS



### **Mike Davis**, Chief Sales Officer

As Kasasa's Chief Sales Officer, Mike Davis uses a blend of Patch values and proven sales methodology to enhance the client experience at every level of the business. By creating a comprehensive sales journey where every interaction builds agreement with the client, he is the cutting edge of our strategy to establish the Kasasa® brand as a household name.

With more than 30 years of record sales performance and executive leadership of top-producing sales teams, Mike excels at grooming leaders who consistently exceed their goals.

He is accomplished in a wide range of high-level sales tactics, allowing him to synthesize a repeatable sales process, regardless of industry or personnel constraints. He has led seven companies to successful IPO or private equity exits in the past 20 years and has never missed a sales goal in his career.

More important than the sales results he has delivered over the years is the path of successful leaders he has developed, many of whom have sustained his legacy after his departure.

Near the beginning of his career, Mike took a VP role at ILogistix and developed a nine-figure healthcare division for the successful tech company. From there he went on to transform the sales organizations at Xelus, Aprisma, Enterasys Networks, Siemens Enterprise Communications, Tadiran Telecommunications, and most recently YourMembership.

Mike received his BSEE in Engineering and Math from the University of Arkansas and also attended The Wharton School at the University of Pennsylvania.