



LEVERAGE EXPERTS



## Kent C. Daniel - Business development, new market entry and growth specialist

*Working in Silicon Valley for more than 20 years, Kent has been at the center of technology's explosive growth building high-value businesses for both fortune 500 and start-ups. His expertise falls in the media, telecommunications and work from anywhere industries.*

*As a customer focused executive, he works with clients to listen more to the "data" and to embrace the long-term. With an emphasis on growth, he always thinks strategically on how to scale the business via new partnerships, channels and markets.*

*Kent is a graduate of New York University (NYU) Stern School of business with a concentration in Finance. He has worked for three start-ups and held senior management positions at Microsoft for over a decade.*

**KENT C. DANIEL, MBA**  
revenue growth specialist (USA)

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**Business Development**  
**Go-to-Market Strategic Pivots**  
**Customer Excellence Enterprise Sales**  
**Revenue Growth Cloud Services**  
**New Market Team Development**  
**Digital Transformation Strategic**  
**Business Analytics Partnerships**  
**Media and Technology**

Work from Anywhere Leadership

### Areas of Expertise

Business Development · Go-to-Market · Strategic Pivots · Customer Excellence · Revenue Growth Leadership · Team Development · Enterprise Sales · Digital Transformation · Strategic Partnerships · Cloud Services · New Market Entry Work from Anywhere · Media and Technology Business Analytics

#### I believe

*"Business success stems from conviction and the tireless work to understand the data."*

#### I deliver

*"Strategies and customers that help clients scale their business and achieve top-line revenues and greater market share."*

#### I create

*"Trust environments in which clients can have their vision/ convictions debated and challenged."*

### Professional Experience (et al.)

#### Tech Consulting firm, Principal – San Francisco, California

*Advising start-ups and SMB's for new market entry, revenue and margin growth. Recent client achieved US market entry with multi-year, multi-million-dollar agreement.*

#### Media Content and Distribution firm, VP Business Development – Toronto, Canada

*Scaled client portfolio and tripled revenue via expansion of customer base to European, US and Latin American markets.*

#### Fortune 50 Technology firm, Director - Silicon Valley, California

*Built emerging markets digital distribution business from scratch into regional market leader. Enabled 20 new international markets. Surpassed 8 figure annual revenue.*

#### Media & Technology internet start-up, Manager, Silicon Valley California

*Developed strategic partnerships and established new distribution channels for leading-edge internet technology. Company acquired by Microsoft for 1/2 billion dollars.*

**Leverage Experts AG (LE)** was founded in 2012 as an independent group of interdisciplinary experts in Zurich. The experienced team supports companies in complex and critical challenges with a strategic mind set and passion for implementation. LE focuses on **Situations of Rapid Change**, transformation, restructuring, crisis-, and turnaround management. LE implements corporate and growth strategies, accompanies entrepreneurs through crisis situations, is involved in (digital) transformation and restructuring processes and is experienced in M&A and Corporate Finance. A branch in Germany was established in 2021, and close partnerships exist in North America. The team of Leverage Experts enables an active and effective shaping of the future - At short notice, with high impact.