

# Scott Archibald

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## **ENTERPRISE GROWTH LEADER | TURNING STRATEGY INTO MEASURABLE RESULTS | AI, REVENUE EXPANSION & GLOBAL TRANSFORMATION**

**Building high performing teams that transform and rapidly grow Fortune 500 businesses**

Growth-focused business leader known for driving enterprise transformation, revenue expansion, and operational performance across global organizations. Proven ability to turn strategy into execution by aligning teams, optimizing go-to-market approaches, and leveraging technology, data and AI to improve outcomes. Trusted partner to senior leadership, with a strong track record of delivering measurable business impact in complex environments.

**Strategy & Transformation | AI Strategy | Business Development | Executive Leadership | Client Service  
Business Driven AI Strategy | Sales Pipeline Optimization | Revenue Growth | Governance**

### **Professional Experience**

**GARTNER**, Denver, CO 2013 to 2026

**Managing Vice President** **2018 to 2026**

Managed global expansion and growth programs for Gartner's IT Premium Executive Advisory Services, briefed CEO and Operating Committee quarterly on progress and findings. Drove sales partners to prepare and accelerate deals to win faster with larger deal sizes. Redesigned process by which service organization participates with sales to allow prospects to "test drive" services. Implemented AI data modeling and predictive models to focus resources on industries and geographies to obtain highest win rates. Built and influenced relationships across all levels of sales to align strategy, execution, and margin performance.

- Coached sales teams and deployed targeted programs that generated \$300M+ in new business for premium Executive Advisory Services across new and existing clients.
- Directed enterprise-wide redesign of Proof-of-Concept scheduling, leveraging process automation to reduce scheduling time from 14+ days to under 6 minutes and scale to 20K+ annual POCs.
- Developed member acquisition Services role and directed global hiring of the team (40+) across the company to enable 15% larger deals with a 10% higher win rate.
- Increased annual prospect POC coverage 40% at Gartner Conference Invitational Programs, driving increased revenue. Led efforts to create and distribute internal metrics and dashboards to measure progress.
- Increased win rates by reimagining the prospect experience for how an Executive Partner would interact with prospects to show value and what it would be like to be a client working with an Executive Partner.
- Earned 2nd-place in Gartner's internal Business Simulation, demonstrating leadership in balancing revenue, margins, and client and employee satisfaction.

**Vice President**, Las Vegas, NV **2015 to 2018**

Transformed a team of 20 Executive Partners across North / South Americas responsible for high value delivery of premium advisory Gartner service achieving annual client retention of 86%. Briefed Operating Committee monthly on progress.

- Improved team expertise and quality through coaching, upskilling, and replacement of low performers.
- Directed Brazil and subsequently Australia-New Zealand market entry for Enterprise IT Leaders (EITL), overseeing sales training, leadership recruitment, and team build-out while executing primarily through remote leadership.
- Remotely led ANZ team who won Roger Cox award in EITL for highest retention, growth and collaboration across all teams globally across Gartner.



**GARTNER** (Continued)**Executive Partner****2013 to 2015**

Delivered personalized 1x1 strategic advisory services to 25+ of Gartner's largest and most sophisticated clients achieving an 85% client renewal rate with an average customer value feedback score of 4.6 (5 = highest).

**ACCELERATED BUSINESS CONSULTING**, Las Vegas, NV

2008 to 2013

**President**

Founded Accelerated Business Consulting, a management consulting firm focused on aligning IT strategy with business objectives to position technology as a strategic enterprise asset to fuel business growth. Delivered transformational change initiatives to support organizations through mergers, acquisitions, and strategic shifts. Provided strategic planning and advisory services to help clients achieve targeted business outcomes and sustainable growth.

**HEWLETT PACKARD**, Palo Alto, CA**Director, IT Infrastructure & Services****2005 to 2007**

Transformed global P&L organization of 50 with \$50M budget, delivering service management, engineering, and architecture for 220K+ desktops and enterprise productivity platforms, including backup / recovery, print services, remote access, and mobility solutions. Built and maintained strategic internal and external partnerships to drive operational excellence and service performance.

- Led enterprise transformation of service delivery, executing a multi-year strategy that reduced annual run rate by \$270M (22%) within two years while maintaining service quality.
- Led a global team of 35+ supporting a multi-hundred-million-dollar IT infrastructure account, overseeing service delivery, performance reporting, SLA/SLO management, and executive communications as Chief of Staff to VP Account Executive.
- Directed Day 1 IT integration for the HP–Compaq merger, enabling seamless operations across 200K+ users, unified networks, enterprise systems, and global support services with no disruption to business continuity.

**Other roles at Hewlett Packard included:****Transformation Director****Business Operations Director****Senior IT Manager / IT Manager****Additional Relevant Experience****BENDER CONSULTING**, Las Vegas, NV, **Managing Director****TRANSWESTERN INVESTMENT REALTY**, Las Vegas, NV, **COO / CTO****INTEL CORP.**, Santa Clara, CA, **IT Manager****Education**

- **Bachelor of Arts (BA)**, Information Technology and Communication Systems, California State University, Chico, CA

**Awards**

- **Division Recognition (2), Intel Corp** – Recognized for delivering high-impact business results; awarded to fewer than 10 employees company-wide
- **Leadership Execution (2), Gartner** – Awarded for leadership generating outstanding results, top 1% of company