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Summary

I am an experienced, customer facing individual who can “move the needle”, and communicate the vision and value of software products. I am a results focused software and business professional with experience in all areas of the IT and the software development lifecycle. I am a strong strategic thinker, communicator and team builder. I focus on setting ambitious goals for my teams, and then enabling them to achieve those goals. My history as a strong proponent and motivator for organizational collaboration and innovation has been developed by implementing organizational changes across a broad set of customers and industries. I have the rare ability to communicate with business leaders and software development professionals in their own language, and I help my teams do the same.

Areas of Expertise

- Strategic positioning of IT services within organizations, resulting in significantly lowered costs and increased capabilities
- Work with C-level teams of executives to ensure transparency and accountability of IT organizations
- Thought Leadership in Community of Practice (CoP) focused on Management of Change within IT organizations
- Subject Matter Expert (SME) in areas of IT Governance, Corporate Compliance, Globally Distributed Development and Deployment, Agile development, Iterative development, Cloud technology, and IT Architecture
- Thought Leader in the area of delivery of value from IT. You can see this thought leadership in my blog on software development, at <http://dtoczala.wordpress.com>, with over 300 readers monthly.
- Extensive experience in technical sales, with an emphasis on large and complex sales.
- Experience in leading teams of senior technical talent, providing motivation and guidance to drive superior business performance.

Experience

IBM – Director of Unleash The Labs

December 2014 to Present

Responsible for delivering lab expertise to pre-sales and services teams, as well as the wider customer population. My team of worldwide thought leaders drive sales revenue and services revenue in conjunction with the IBM field teams.

I lead a 12 person team that is chartered with driving knowledge and best practices from the IBM software labs, into the IBM field and the broader market.

IBM – Emerging Technologies Team Manager

August 2013 to December 2014

Responsible for driving the market launch and penetration of software development tools and products. My team is chartered with helping drive enablement in tool usage and deployment models throughout the IBM field, as well as our customer population.

Personally responsible for a small team that is driving the introduction of new products and technologies worldwide, driving over \$30M USD in sales annually. My staff is focused on sharing their deep technical knowledge and field experience in emerging technologies with the wider market, helping to launch those technologies into the market. Significant experience with cloud based technologies, solutions and architectures.

IBM – Jazz Jumpstart Team Manager

February 2011 to August 2013

Responsible for driving the sale of software development tools and products based on the Jazz architecture. My team is chartered with helping drive enablement in tool usage and deployment models throughout the IBM field, as well as our customer population.

Responsible for a small team that is driving of product sales worldwide, driving over \$40M USD in sales annually. My staff is focused on sharing their deep technical knowledge and field experience with the broader IBM sales and field teams. My team is also dedicated to the discovery and communication of best practices for a variety of industries and software domains.

IBM – Jazz Jumpstart Technical Leader
February 2010 to February 2011

Responsible for driving the sale of software development tools and products based on the Jazz architecture. My team is chartered with helping drive enablement in tool usage and deployment models throughout the IBM field, as well as our customer population.

IBM – Worldwide Solution Architect
2008 to February 2010

Primary responsibility for the architecture of IT and Organizational solutions for customers seeking to understand and improve the value of IT to their organization.

A thought leader that works with C-level teams to ensure transparency and accountability of IT organizations, improving the ROI of these organizations, and the contribution of these IT organizations to the overall business. Personally drove 50% of the worldwide sales of the IBM/Rational Jazz platform in its first year, making it the most successful product launch in the history of the organization.

IBM – Regional Practice Leader for Americas
2003 to 2007

Created and encouraged a professional environment allowing North American field technical resources to effectively grow their professional skills, and provide our customers with solutions for their IT challenges. Primary responsibility for the architecture of targeted solutions for customers seeking to understand and improve their software development processes and tools.

Expanded the definition of the Regional Practice Lead role to include involvement in product design and management, professional services delivery, and the management of key customer engagements. Customer organizations supported by these infrastructure deployments ranged from small teams of 20, to large geographically dispersed teams of 20000 or more.

Rational Software – Regional Sales Team 1998 to 2003

Created solutions and sales opportunities for customers in aerospace, medical device, financial and telecommunications industries. Directly responsible for the growth and profitability of the sales and services organization servicing the New England customer base.

I led a high performance team that met or exceeded sales quotas and customer satisfaction measures for 5 consecutive years. My team achieved over 250% of quota in two of those years, and 150% of quota in the other three years, allowing for the expansion of the sales and services organization in this territory.

Lockheed Martin – Software Development Lead 1994 to 1998

Leadership and participation in a team responsible for production of F-22 aircraft electronics systems.

Held high level US Government security clearance. Systems developed were mission critical, real time electronic combat systems.

Lockheed Martin – Software developer 1989 to 1994

Participated in a team responsible for production of BSY-2 Submarine electronics systems.

Held high level US Government security clearance. Systems developed were mission critical, real time electronic combat systems.