

LILY MOY GULIK

Chicago, IL 60611

312-757-0790

girlswhocode001@gmail.com

<https://www.linkedin.com/in/lily-gulik-1a95742>

PROFESSIONAL EXPERIENCE – EXECUTIVE

(Sales, Operations, Digital Transformation Driver, Deal Orchestrator, Services Account Leader, Industry Expert)

Outstanding IT consulting sales leader with a proven track record in sales for Fortune 1000 companies selling professional service including, cloud, applications, infrastructure, solutions from Microsoft, Oracle, T-Systems, Dell, SAP, Teradata. Outstanding systems integration and consulting leadership experience in sales, business development, and extensive wins with new customer acquisition and account management expansion. Cloud, Microsoft, Google, Amazon, Oracle, SAP, and system integration expert. Expertise in multiple industry verticals including Retailers, Manufacturing, Utilities, Financial Services, Media, and High tech.

Cognizant Technology, Director, Operations Chicago, IL 60611 April 2020 – Present

Cognizant is ranked #194 in the Fortune 500 as a leading solutions provider.

- Director, Cognizant Elite Accounts, Business Development & Sales Excellence
- Focused on achieving revenue, total contract value and margins for Elite accounts
 - o Healthcare HCSC, \$200M/yr
 - o BFS Banking Financial Services, Fiserv \$103M/yr
- Managed Operations, Sales, Delivery processes and people for achievement of > \$200M in target revenue.
- Tracked productivity and sales/delivery results with margin targets and metrics;
- Led Business Development strategies and practice team members on account plans and execution for revenue, TCV & margins;
- Qualified and executed on contracts with a 3X sales pipeline > \$365M and \$435M respectively;
- Lead as Sales Excellence Program Management Office (Results Office) for new Invoice and Payments processes SAP Fieldglass
- Landed new customer wins and optimized revenue;
- Won new contracts in strategic accounts (such as BCBSA, HCSC, Emblem health)
- Created qualified sales pipeline and proposals in excess of \$425M;
- Understand customers' business priorities and strategies
- Expanded strategic customer relationships to drive successful goals and objectives for customers

Sales Leader focused on transformational projects, set strategy to move from time and material projects to high margin outcome based projects and managed services.

1871, CTO Transship Corp LLC, Executive, Chicago, IL 60654 Sept 2017 – May 2020

Consultant to executives and business owners on solving business issues with IT and services solutions (customer, application and operations). Scope includes digital transformation, customer experience, operations, enterprise resource planning, HR, CRM, BI, and financial. 1871 is the US Midwest's premier entrepreneurial company incubator. Gathered business requirements; created and implemented full lifecycle IT development projects (infrastructure, applications) for startup companies as CTO. Lead the creation sales and operations teams for Transship. Consultant in Sales, Business Strategy, Technology, Business Development, and Investor Relations (10+).

- Provided business management solutions including strategy, sales, go to market (ideation, marketing, IT, customer acquisition/retention, SEO, SEM, sales, business development, business plans, solution architecture, investor relations).
- Understand customers' business priorities and strategies
- Expand strategic customer relationships to drive successful goals and objectives for customers
- Identify revenue opportunities and support the customer acquisition lifecycle
- Partner and work with internal and external stakeholders to achieve business objectives
- Lead decisions and strategy for sales, IT and client facing roles
- Sold services and technology solutions to companies

Oracle Corporation, Chicago, IL 60605 Dec 2015–Oct 2017

Consulting Sales Manager, Professional Services, Technology and Hardware.

- Achieved \$35M in sales with a team of 28. Sold \$35M in new contracts including Exelon, and key accounts.

Managed sales territory and sales team members to drive new consulting services (cloud, managed, and professional services) revenue;

Created sales strategy to sell enterprise contracts (all products and services including SAP, Oracle, Cloud, Big Data Analytics: Oracle Big Data and BI); Hadoop, Oracle Advanced Analytics, statistical analysis using R programs. Examples: General Motors, Best Buy, Boots Walgreens, Target, Exelon, StubHub, America's Cup Racing, DX Marketing, Dunkin Brands.

- Closed professional services deals over in targeted territory (Exelon (Utility/Energy), Manufacturing, Retail accounts such as GM \$1.25M, Walgreens, Target, Best Buy) with 12 key projects in technology, database, business intelligence, security, cloud and transformation projects (cloud, SCM, CRM, ERP, Oracle12, Oracle11);
- Responsible for creating new revenue streams, customer acquisition and retention; Sold new consulting contracts to manufacturing, retail, and utility customers;
- Strategy for customer included roadmap for services including Oracle, SAP, Microsoft, Salesforce, Cloud & Legacy systems

T-Systems,Downers Grove, IL August 2013 – April 2014

Vice President, System Integration Sales, Americas Region.

- Microsoft, SAP, Oracle, Custom, Big Data, Cloud, BPO, IToutsourcing, Infrastructure, Applications, Security and NetworkManaged P/L with 1,000 employees in sales and delivery for North and South America
- Utilities focused accounts
- Grew sales revenue 40%
- Started with \$215M/year revenues and grew to \$300M/year
- Set sales strategy with quota accountability and reorganization
- Responsible for sales organization of T-Systems in US, Canada, Brazil, and Mexico Transformed salesorganization (assessment, current and future mode of operations) including best practices, personneland operations to align with portfolio and market goals;
- Reorganized teams affecting over 1,500 sales, delivery and operations professionals.
- Big Data & Cloud: Magna Intl, Jet Aviation, Anheuser Busch
- Strategy for customer included roadmap for services including Oracle, SAP, Microsoft, Salesforce, Cloud & Legacy systems

Lily lead the planning and execution of strategic growth at T-Systems by growing revenue 40%. T-Systems, a global provider of information and communication technology for multinational corporations and public sector institutions, appointed Lily Gulik as its Vice President of System Integrator (SI) Sales for Americas -- US, Mexico, Canada and Brazil, effective immediately. In this role, Gulik is responsible for the overall sales and growth of T-Systems SI Sales & Industry Leadership units including sales architecture, consulting and major deal management for T-Systems SI solutions focused on Automotive & Manufacturing; Public & Healthcare; Travel, Transport & Logistics; Telco and Utilities.

Dell Inc.,Round Rock, TX. April 2012-April 2013

Services Account Executive.

- Sold to Sensus the solution for water, gas and electric utilities. Focused on selling SAP and Dell services and solutions. Dell, SAP, Oracle, IT, Cloud & Big Data Transformation customers: Texas Advanced Computing Center (TACC), (improves customer response times), IMS (Utility), Dell EMC Marketing, Lead team of 12.
- Responsible for selling Dell application and business process outsourcing services including packaged software (SAP, Oracle, Microsoft, other) and custom development engagements. Responsible for leading sales initiatives across Dell in IL, IN, OH, MI across Commercial and ESL verticals.
- Solutions include Utilities, Dell IP and Third Party Applications
- Direct Sales Leader Direct Sales with 4 Territories and 3 Regional Sales Directors, 60 AE/ISRs/CE/Supporting
- New Customer Acquisition for Dell Services

CSC,Oakbrook Terrace, IL April 2010-April 2012

Business Development Executive.

- Focused on Exelon, Com Ed, Lincoln Electric, Entergy, First Energy, NiSource, Duke Energy. Responsible for sales and revenue with solutions SAP, Oracle, IT, Custom, Hybrid Cloud and Big Data: Hyatt, Hospira. CSC acquires Big Data firm to offer PaaS for Utilities, Manufacturing, CPG, Retail and others.
- Responsible for selling CSC servicescloud, and IT services.
- Closed new customer within 1 month at CSC and built a pipeline of \$2.5M in 4 months;
- Responsible for new logo and new revenue for CSC Trusted Cloud and Hosting services, managed services and consulting.
- Allscripts outsourcing proposal Nov 2010-Jan 2011 \$400M deal

Keane, Inc.,Itasca, IL Jan 2010 – April 2010

Account Executive

- SAP, Oracle, and IT services. Closed two new customers within 5 months at Keane (\$12B-Consumer, \$11B-Consumer);
- Was the #1 Account Executive with number of wins at Keane (ConAgra)

BEARINGPOINT, INC, Chicago, IL June, 2008 – April 2009

Manager, Management and Technology Consulting, SAP Sales

- Focused on key utilities (Exelon, Com Ed, Lincoln Electric, Entergy, First Energy, NiSource, Duke Energy).. Responsible for selling SAP services in the Midwest, Southwest and Northeast regions including IL, MI, WI, IN, IA, ND, SD, NE, MN, CO, NM, KS, MO, AR, OK, TX, LA, PA, NY, VT, ME, CT, NJ, DE, MD for BearingPoint, a \$3.6B global organization;
- Focused on key manufacturing, life sciences, telecom, utilities, media and wholesale/retail verticals.
- Closed deals within 4 months. Created new revenue pipeline \$20M in 9 months.
- BearingPoint filed for bankruptcy April, 2009 and the job was eliminated.

DoubleClick Performics (acquired by Google), Chicago, IL Jan. 2008 – April 2008

Director, Consulting Sales(DoubleClick Performics was acquired by Google and laid off employees)

Responsible for negotiating and selling Digital Consulting solutions to the top strategic prospects. Developed new business by calling on VP and C-level executives responsible for marketing or e-commerce at large (Fortune 1000) companies. Developed strong relationships to help identify business goals and define the digital consulting solutions that will impact their business. Heavy interaction with product teams to help define new product offers and leverage product and strategy personnel to present strategic consulting solutions.

- Managed pipelines by developing and cultivating leads (Strategic Accounts > \$1M/yr); Won business deals, negotiated favorable terms, and acquired customer commitment.
- Constructed deals established by executive Management.
- Google acquired DoubleClick April, 2008 and eliminated the job.

TERADATA CORP, Chicago, IL April 2004 – Dec 2007

Director, SAP Solutions Responsible for revenue, top 180+ accounts North America.

Focus: Big Data, BI, Data Warehousing, Enterprise solutions and selling

- Created SAP utilities solution strategy for Teradata (reduction of customer churn). Called on 25+ at any given time. Key Accounts: First Energy, Exelon, Lincoln Energy, Coca-Cola Enterprises, Anheuser Busch, Cardinal Health, Daimler-Chrysler, GM, Tenneco, GE, Hershey, Dow, Nike, Whirlpool, Intel, DuPont, Disney.
- Targets: 10 new accounts with joint solution, \$29M FY2005.
- 2006-Goal: \$40M (On Target for 100%) 2005-Goal: \$29M (100% Achievement) 2004- Goal: Program Start-up and program delivery

Senior Account Executive – Strategic Accounts(Target \$10B and higher)

- New Major Account Focus: Caterpillar, Motorola, Deere & Co, Baxter, Allstate, Zurich, Harris Bank. Proposed \$27.5M in revenue within 16 months on \$2.5M Quota FY2006 (10X pipeline) and \$100M. first year in sales Targeted the toughest *breakthrough* prospect

SAP America, Chicago, IL. Jan 1998 – Feb 2004

Entire 6 years at SAP I focused on Utilities customer Pacific Power and Light, Florida Power and Light, Consolidated Edison, Dominion Energy, Duke Energy, Consumers Energy and Manufacturing customers Caterpillar, Ford, Deere, GM, and others. Focus: Selling new products and services to the Global 1000 companies (Business Intelligence, Data warehousing, alliance partners were Business Objects, Crystal Reports, WebMethods, Accenture, IBM, Cisco, Citrix, Dell, EMC, VMware).

Director Global Alliances.

Total Partner targets \$20M for 2003; Partner resellers contributed >\$6M dollars FY2002; Booked \$1.85M dollars in revenue in first quarter 2002 with partner Crystal Decisions.

- Built strategic partnerships to sell services and solutions
- Engaged field operations, product management, and sales worldwide for SAP;
- Recruited partners for revenue. Created marketing, business cases/plans and executed on deliverables. Focused on Collaboration, Business intelligence (BI) and Portals for xApp and SAP Created partner pipelines and business cases, authored key go-to-market

strategies, sales and marketing sales plans. Key partners included Cognos, Business Objects, eRoom, BackWeb, webMethods (EAI), Crystal Decisions, fob.com, Participate Systems, FileTek, Ascential, ESRI, Hyperion, SAS.

- Contributed over \$1.8M within 90 days of first partner. Engaged field operations, product management, and sales teams for revenue attainment.
- Key win Crystal Decisions (now Business Objects), first reseller under program

SAP Project Manager – BW

Managed teams from First Energy, Entergy SAP, and GPU for global consolidated implementation.

Solutions Principal, Director

Grew product wins for new products mySAP BI (BW, SEM, Portals, Netweaver). Managed national team for sales activities on must-win, strategic accounts.

Technology Solution Engineer

Presented and created architecture and integration solutions and implementation roadmaps for technology and IT decision makers. Created value studies related to solution benefits.

RED BRICK SYSTEMS, Manager, Partner Programs Dec 1994 - Dec 1997

- Responsibility for worldwide channels programs as part of Red Brick Systems (Oracle, Informix, Sybase, SAS, Sysix Integrators, HP).
- Established reselling relationships with Sysix Technologies, AC Nielsen Canada, Hewlett-Packard Canada, Hewlett-Packard that brought over \$1.4M dollars in the first 6 months of 1997(Quota: \$1M).

VideOcart Inc., Software Engineer. Jan. 1992 – Sept. 1992

Over 70 percent of purchasing decisions are made at the store. I was employee number 79 and loved the start-up environment. Programmed software applications for optimizing business operations. Business improvement scoping and coding. Full software lifecycle experience.

ORACLE INC., Sr. Software Engineer Sept. 1992 – Dec. 1994

Programmed software applications for optimizing business operations. Won President’s Outstanding Western Region Sales Engineering Award in 1995.

BP-AMOCO, Programmer Analyst July 1987 – Jan. 1992

Programmer Analyst. Developed and implemented cost savings enhancements that saved Amoco over \$2M dollars. Supported a staff of 65.

AT&T BELL LABS, Programmer Intern June 1983 – Jan. 1989

Developed validation software for speech recognition custom applications with Dr. Demetrios Prezas; created C and awk programs to identify and analyze performance outages and predicted maintenance issues to improve application uptimes (SLA of less than 2 minutes unscheduled downtime a year).

Founder, GirlsWhoCode.org Clubs Chicago, IL August 2013-Present

- Founded GWC clubs at DePaul University, University of Illinois at Chicago and at LaSalle, a Chicago Public School

EDUCATION

DePaul University, Chicago, IL B.S. Computer Science, 1990. Full scholarship winner from the Amoco Foundation. Worked at AT&T as writing C, awk and UNIX programs for 6 years (1983-1989).

Client List

Healthcare	Emblemhealth, Partners in Behavioral Health, HCSC, BCBSA, Dept of Veteran Affairs, CIO SP4, all agencies at the Federal, State and Local levels.
Retailers	Amazon, Abercrombie & Fitch, Best Buy, Target, Walgreens, Best Buy, Wal-Mart, The Limited, Costco, Wal-Mart, Home Depot, L Group, The Limited, Starbucks, McDonalds, Kroger, Albertsons, Safeway, H-E-B, Supervalu, Sears Holdings, Walgreens Boots Alliance.
Manufacturing	3M, Anheuser-Busch (Inbev), BP Amoco, Cardinal Health, Caterpillar, Coca-Cola, Dell, Delphi,

	Dow Chemical, Ford, General Motors, IBM, Lockheed-Martin, Magna, Novartis, Proctor and Gamble, Sanofi, Toyota, Tyson, Unilever, United Technologies, Volkswagen
Consumer	Anheuser Busch, Coca-Cola Enterprises, Proctor and Gamble, S.C. Johnson, Nike
Financial Services	Fiserv, Aegon, Aflac, AIG, Ally Bank (was GMAC), ALLIANZ NA, American Express, Bank of America, Citigroup, Citadel, CBOT, FNMA/Freddie Mac, Hartford, JP Morgan Chase, Mass Mutual, MetLife, Morgan Stanley, Prudential Financial, TransAmerica, Travelers, Wells Fargo, WFG, Zurich NA
Utilities	Exelon, Com Ed, Lincoln Electric, Entergy, First Energy, NiSource, Duke Energy, Pacific Energy, Florida Power and Light, Duke Energy, Consumer Energy, NPPD, OGE
Media	Google, Double Click, Tribune Co., Google, Toronto Star
Chemical	Abbott, Baxter, Cardinal Health, DuPont, Air Products, Lubrizol, Medtronic
Life Sciences	Abbott Labs, Baxter Intl, Takeda, Cardinal Health, Hollister 3M Health, AbbVie, Abbott, Amgen, Astellas, Astro-Zeneca, Baxter, Bayer, Bristol-Meyers-Squibb, Eli Lilly, Glaxo Smith Kline, Hoffman-LaRoche, Hospira, Johnson & Johnson, Novo Nordisk, Novartis, Pfizer, Stryker, Takeda
High Tech	Intel, Microsoft, Western Digital, Teradata, HP, IBM, EMC, Dell, Vmware, Cisco, Oracle
e-Commerce	Target, Best Buy, Amazon, Redcats, FTD
Service/Hospitality	Accenture, McDonalds, Hyatt
Transportation	AAR, Continental Airlines, HomeDirect, United Airlines, Transship