NINA YVONNE SIMOSKO

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Global technology executive with 25+ years leading commercial transformation, digital innovation and enterprise growth across industrial technology, software and Fortune 100 organizations. Proven CEO, Chief Revenue Officer and Chief Commercial Officer with extensive experience scaling global businesses, aligning sales, product, operations and leading organizations through transformation. Deep expertise partnering with C-suite executives, boards and global customers to commercialize digital platforms, modernize go-to-market organizations and accelerate sustainable growth across complex international markets.

PROFESSIONAL EXPERIENCE

Chief Revenue Officer | CYPHER Learning – Dallas, TX | 2024 – Present

Lead global go-to -market strategy for an enterprise software platform serving multinational organizations through digital workforce transformation via sales, partnerships and revenue operations.

- Strengthened revenue predictability by instituting disciplined pipeline management, forecasting rigor and performance accountability.
- Modernized RevOps and CRM infrastructure to enable scalable, data driven decision making.
- Improved enterprise deal execution, pricing discipline and expansion performance across global segments.
- Mitigated high-risk revenue exposure while preserving strategic customer relationships.

Chief Revenue Officer |Revenue Grid – Atlanta, GA | 2023 – 2024

Repositioned and scaled go-to-market strategy for an AI driven revenue intelligence platform.

- Led commercial organization across sales and marketing, aligning demand generation with revenue execution.
- Repositioned company in a crowed category, clarifying value proposition and strengthening market differentiation.
- Improved go-to-market efficiency by reducing CAC and restructuring commercial resources to support scalable acquisition, adoption and expansion.
- Rebuilt corporate website and messaging architecture to reflect customer-centric outcomes and differentiated platform value.
- Elevated market awareness and demand through coordinated GTM and PR initiatives.

Chief Sales Officer | Docebo – Atlanta, GA | 2021 – 2023

Led global sales organization of 200+ across enterprise and mid-market segments, strengthening leadership accountability and execution discipline.

- Delivered 28% revenue growth and increased average deal size 35% through improved pipeline rigor and value selling.
- Rebuilt underperforming European region, increasing win rates by 20%+ and restoring consistent growth.
- Expanded partner ecosystem to support scalable growth.

Chief Commercial Officer | Akerna – Denver, CO | 2019 - 2021

Led commercial strategy across a multi-entity SaaS platform.

- Drove sustained revenue growth: +3%, +28%, +49% over three years.

- Integrated six acquisitions and unified commercial operations and brand positioning.
- Built scalable commercial infrastructure across a fragmented portfolio.

Chief Executive Officer | NTT i3 (NTT Group) — Palo Alto, CA | 2015–2018

Led the global innovation and commercialization business for NTT, responsible for accelerating digital transformation across telecommunications, cloud, IoT, AI, cybersecurity and smart infrastructure technologies.

- Directed 300-person organization and global partnership ecosystem.
- Managed a $1.5B portfolio and deployed an $80M strategic investment fund to accelerate commercialization and new venture development.
- Drove go-to-market execution of three digital platforms to enterprises embarking on innovative transformations.
- Established a Customer Experience Center to accelerate enterprise adoption and strategic partnerships.

Chief Product Officer | 2015

- Led product and commercialization strategy across cloud, security, orchestration and ML platforms.
- Enabled $1B+ revenue impact through new technology integration into existing NTT business channels.

Office of the CIO — Technology Strategy & Operations | NIKE — Beaverton, OR | 2013–2015

- Led a $1B global technology budget and operating model.
- Centralized procurement and improved governance, driving cost efficiency and vendor performance.

Senior Vice President / Global COO | SAP — Palo Alto, CA | 2004–2012

- Drove $2B+ revenue across global enterprise customers, industrial manufacturers, utilities, energy companies and delivered sustained double-digit growth.
- Led €1.35B partner ecosystem through 1,200 system integrators and expanded margins from 23% to 41%.
- Held P&L ownership, executive relationships and built enterprise account strategies for global customers.

Executive Director, Worldwide Renewal Sales & Siebel University | SIEBEL SYSTEMS — San Mateo, CA | 2000–2004

- Led $500M global renewal business and $50M education services unit.
- Directed global teams across sales and delivery.

Senior Director, Sales & Marketing, Oracle Education (Americas) | ORACLE — Redwood Shores, CA | 1998–2000

- Led national sales organization with ~$250M revenue responsibility.
- Built early-stage digital education platform generating $24M annually.

EDUCATION

- INSEAD — SAP Global Leadership Development Program
- Montclair State University — B.A., History & Italian, Cum Laude

BOARD & RECOGNITION

- Board & advisory roles supporting SaaS, AI, fintech and enterprise software companies.
- Board member, nonprofit advancing student literacy.
- Stevie Award Winner — Best Executive (SaaS).
- Recognized as an innovative and influential business leader.