

## **E. Follett Carter**

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## **Most Recent Experience**

### **Board of Directors**

- MOAI Technologies – Software company - resigned 2002
- techies.com – Internet based job recruiting site – sold 2003
- WarrantyCheck.com - This company dealt with service/ warranty document conversions into HTML – closed 2002
- DigitalThink - Public company traded on NASDAQ as DTHK. This was an internet based learning company - sold 2006

### **Advisor Roles**

- TruSecure - This company was an internet security company - advisor from 2001 - 2004
- Hackett Group – This company provides benchmarking and consulting services with expertise in the financial operations areas – advisor from 2001 - 2004
- RealVue – This Company was a learning simulation company. Company sold 2005.
- Iconoculture – This company analyzes and forecasts consumer preference trends – advisor through 2008

### **Venture Partner** – Consulted with CEO's of early stage companies on sales strategies

- SI Ventures - Ft Myers, Fl. 2000 - 2006
- WaldenVC – San Francisco, Ca. 2000 - 2006

**Consultant 2000 – - -** Most recent --Worked with Sysco Corporation VP of Sales and CEO on the restructuring of its 7500-person sales force (2017)

**Adjunct Professor University of Michigan Stephen Ross School of Business 2006 – current**

**Sales Certificate Director University of Michigan Stephen Ross School of Business– 2014-current**

## **Prior Work History**

***IBM Corporation***                      ***Cleveland, OH 1968 – 1970***

Sales Data Processing Division

***Xerox Corporation***                      ***Stamford, CT 1971 – 1988***

Various sales, sales management and marketing management assignments including District Sales Manager Boston, Regional Sales Manager Northeast US, Product Marketing Manager, Program Marketing Manager and System Products Marketing Manager

***Gartner Group, Inc.***                      ***Stamford, CT 1988 – 2000***

Officer of Gartner and President Gartner Distribution and Chief Marketing Officer 1997 -2000

Officer of Gartner and Executive Vice President, Sales and Marketing 1993 – 1996

Senior Vice President North American Sales and Worldwide Marketing 1990 -1992

### **Awards**

American Business “Stevie” Award for excellence in Sales Management 2005

### **Education**

BA Case Western Reserve University 1964, MBA Columbia University 1966