



High Impact Business Development
and Partnering To Drive New Revenue
and Expand Markets

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Testimonials



"Mike understands the process involved in creating a vision, building a strategy & implementation plans to create high value partner offerings resulting in new revenue & markets. With his leadership skills, Mike has successfully delivered on a strategy that manages the specialized nuances of a multi-channel sales model. Mike's diligence and work ethic is second to none, his dedication is admirable."

Brian Lantz, SVP & GM Americas, Pitney Bowes MapInfo



"Mike is a real pro and his enthusiasm is 2nd to none. Goal oriented, Mike always delivers and does not forget what the meaning of "partner" is. He is dedicated to delivering value and results and I would recommend him to anyone for professional, relationship building and delivering on well thought out plans."

Tom Villani, VP Global Alliances, Microstrategy



"I spent considerable time with Mike collaborating on key global Initiatives from driving revenue through field engagement, exploring new technologies, to rolling out a Unisys/Oracle electronic publishing system. What I remember most vividly, is Mike's commitment to ensure that our partnering efforts created a win for both companies, and his creativity for developing new partnering initiatives."

Michael Lucca, Director, Unisys Corporation



"Mike is a tremendous business development executive with a great sense for finding common interest between two parties. He has very strong interpersonal skills and a good knowledge of the market dynamics necessary to make a successful deal."

Marc Prioleau, VP Marketing, deCarta



"Mike has exceptional execution abilities leading high tech partnering teams - particularly in leveraging joint field engagement for driving new, high value revenue streams by creating and offering unique partner led solutions. His efforts were crucial to our success at Oracle."

Robin Green, was Vice President Global Alliances, Oracle and is currently Senior Partner at Fair Isaac, Inc.



"There are few sales reps in enterprise sales with Mike Argon's knowledge of partnering, vertical market sales strategies, and customer development. He was singularly responsible for Apple growing hundreds of millions of dollars in sales with the State of California when he ran that business."

Fred Diamond, Channel Manager, Apple and is currently Founder & Principal of Diamond Marketing



"I worked with Mike for several years developing integrations with our mapping software and a variety of large business software vendors including Oracle, MicroStrategy, Business Objects and Siebel. Mike was the front line in forging the partnership and ensuring future success. Mike's ability to ability to define integration points at the executive level were the primary reasons for success."

Craig Goettsche, Solutions Engineering Mgr., Pitney Bowes MapInfo



"I took Mike's workshop on High Impact and High Performance Partnering, and quickly realized that we needed Mike on board to help drive our startup's go-to-market activities. Getting to market is priority #1, 2, and 3 for us right now - this is Mike's specialty, and we're very fortunate to have him as a part of our team."

Brett Owens, Founder & CEO, Time Tracking Buddy



"Mike is the consummate sales professional. He is diligent in his work and personable in his relationships. He can be counted on for thoughtful and timely communications, and he turns vision into action. I count Mike as one of the few individuals in my network of colleagues that is both a trusted client as well as a true friend."

Joe Francica, Editor In Chief & Vice Publisher, Directions Media



"Mike is one of the best partner/alliance managers I have worked with. He is able to see the win-win and put together partner relationships that drive business for both parties. He's great with people; and with managing the fluid nature of evolving partnership relationships."

Gavin Lennox, was Group VP, Sales & Marketing, MapInfo and is now CEO at Nextspace Ltd in New Zealand



"I have worked with Mike for many years, and with several companies. Mike is one of the best business development executives I know. Inspiration, and perspiration, he has it all. Mike is also a fantastic leader- he knows how to build the consensus within a diverse team and drive them forward. Last, but not least, he is a pleasure to work with. I'd recommend him to any one."

Amit Bendov, was SVP Global Marketing, Click Software and is now Chief Sales & Marketing Officer at Panaya



"Mike is an outstanding professional who truly understands how to develop partner relationships and programs. His connections and insights were an immediate benefit to us from day one. Mike's professionalism and presence is also appreciated by all of the partners we have here at deCarta."

Michael Cottle, Vice President, Worldwide Sales, deCarta



"While working in Global Services Industries at ORACLE I had the opportunity to know and work directly with Michael who is a valuable professional, that is customer oriented, and a leader. Michael goes the extra mile to get things done and is responsible, good natured and a pleasure to know. Highest regards and my best wishes for Michael!"

Ramiro Valderrama, was Executive Director Global Services Industries, Oracle and is now VP Commercial and International at SPADAC



"I worked with Mike on an extremely successful webinar. Over 300 people registered and of the ones that attended they all stayed to the very end -- a testament to the value of the information we provided. Mike was the driver of this event. He did a great job in pulling together 5 separate business partners with a common goal. Mike coordinated every detail from the content and marketing to the execution and follow-up. This effort exemplified for me the true meaning of business partnership."

David Levy, Segment Marketing Manager, Tele Atlas



"Mike is a proactive business development executive that looks to find a clear win-win relationship in the partnerships he establishes. I have worked with Mike for over four years - spanning both his time at deCarta and MapInfo - and found him to be a highly valued contact."

Jesse Sims, Global Director, Technology Partner Program, Business Objects



"Mike is a visionary person and is always looking for new ideas and new possibilities. His upbeat and positive approach to business helped him build strong and lasting relationships with internal and external business partners and allowed him to be an excellent ambassador for MapInfo. He has an incredible energy level and his passion shows in everything he does. He would be an asset to any organization that is looking to grow new channels or start new ventures."

Doug Gordon, Managing Director of Product Management, MapInfo Corporation



"I have worked alongside Mike while at deCarta. I have a great deal of respect for Mike's ability to remain calm under pressure and get things done. He has a great understanding of the enterprise space and ability to establish strong relationships with partners. His strong inter-personal and leadership skills help him command the respect of his colleagues."

Murat Erdem, VP Operations & Professional Services, deCarta



"Mike's a true professional. Experienced, passionate, enthusiastic and sharp in all business matters combined with a very motivational, engaging and caring personal touch. The best manager/mentor I have ever worked for!"

Peter Rieks, was Director, Market Management and Business Development, EMEA, MapInfo Ltd and is now Sr. Product Manager at Autodesk, Inc



"Mike knows how to partner and get business done. When I was with KOREM, Canada's top MapInfo VAR out of Quebec, Mike was a true advocate for us within MapInfo, leveraging our respective forces and differences. As long as we all bring value, the business relationship can grow and grow ... I hope to work with Mike again in the future. I know KOREM still does."

Luc Vaillancourt, was Vice President Business Development, Korem and is now CEO of BALIZ Consulting & Publisher of BALIZ-MEDIA.com in Quebec Canada



"Mike and I worked to develop the Partner and Alliance Programs for the State and Local at Oracle Corporation. Mike's energy was only surpassed by his creative and innovative approaches to partnering, and the development of several award winning programs were the result of his efforts."

Roger Carlsen, was a Regional Alliance Manager, Oracle and is now VP Federal Sales at INFONIC



"There are few sales reps in enterprise sales with Mike Agron's knowledge of partnering, vertical market sales strategies, and customer development. He was singularly responsible for Apple growing hundreds of millions of dollars in sales with the State of California when he ran that business."

Fred Diamond, Channel Manager, Apple and is currently Founder & Principal of Diamond Marketing



"Mike Agron = Partnerships for Dummies. Unlike most so called experts, Mike speaks English and really gets to the useful stuff."

Dave Park, CEO Recombinant



"I have been associated with Mike since the early 1990's from my time at Sequent Computers and Oracle Corporation. I have always found him to be a very high-energy individual who can make a great first-impression with customers, partners and internal staff alike. In addition to his presentation skills and energy, I have found him to be very adept at cultivating long-term relationships with everyone from clients, partners and co-workers. One of the other major areas where I have found him to excel is in building and growing a business either from scratch or a smaller size using a variety of his business development skills and acumen."

Jay Govind, CEO, TekHealth Services



"I have known gotten to know Mike very closely over the years, starting the relationship as acquaintance and ultimately culminating in a partnership for one of the portfolio companies that I represented. He is a straight shooter, trustworthy partner and a competent professional who approaches every situation with a problem-solving approach. His attention to detail is an extremely rewarding part of a BD partnership."

Gopan Madathil, Founder & President, TechCoire