



## BONNIE RODDEN GOMES

PRINCIPAL, C-LEVEL CONNECTIONS

**BONNIE RODDEN GOMES, PRINCIPAL FOR C-LEVEL CONNECTIONS, IS RESPONSIBLE FOR** overseeing the organization's strategic business development plans, as well as partner communications and revenue growth. Ms. Rodden Gomes brings 20 years of sales and management experience to C-Level Connections, including the development and management of direct, indirect, and inside sales teams for multiple startups and growing corporations. She has designed successful, company-specific sales distribution programs from inception, using Solution Selling and Customer Centric Methodology for numerous organizations in the e-discovery, software, and medical products industries.

Ms. Rodden Gomes is a veteran executive of the electronic evidence and information governance industry, having held management positions in sales and business development at RenewData and eMag Solutions. Ms. Rodden Gomes served as vice president of sales and business development while at RenewData, where she was responsible for developing and implementing strategic direct sales and business development plans to generate targeted revenue growth. In this role, she developed strategic partnership opportunities with Symantec, Iron Mountain, and several other companies that provide forensic and e-discovery solutions to law firms and corporations. Her efforts at RenewData resulted in increased sales revenue from \$500,000 to \$32 million in annual sales during a five year period.

Ms. Rodden Gomes utilized her business development and sales expertise to establish Rodden & Company, a telemarketing, business development, and direct sales solutions services, which provided small organizations and start-ups with in-house, metrics-driven processes and methodologies, enabling them to quickly reach revenue goals. Ms. Rodden Gomes was also previously the Managing Director of Tech Headhunter, an executive and technical recruiting firm and has been in executive and sales positions with numerous software and medical products organizations including Infracore Corporation, Medic Computer Systems, and Clinical Devices, Inc. Ms. Rodden holds a B.A. degree in Psychology from the University of Massachusetts and attended the MBA program at Bentley College.

