

# ROSS JOHNSTON

## SUMMARY

I have a great passion *to lead and to motivate* those around me with the goal to *deliver meaningful business outcomes* for my customer. Working across the globe has given me experiences and provided rich opportunities to partner with the most complex of enterprise vendors, partners and customers.

In my 30+ years in technology roles, I have developed several successful businesses and spent over 15 years in cross functional leadership roles. While I consider myself *a hands-on technologist*, I also take pride in *growing and developing teams* when the opportunity arises.

In my most recent role at Microsoft, I took an integral part in transforming Woolworths into one of Microsoft's largest enterprise customers.

My journey has enabled me to explore highly technical areas of IT, and embrace the complexity, challenges and constant change this industry continues to deliver. I believe *an ability and aptitude for learning* is one of my key attributes and feel confident my *passion, leadership and knowledge* have prepared me for my future journey within this evolving landscape.

## CERTIFICATES & ACHIEVEMENTS

"...very strong technically while being able to communicate to customers at any level....a passion for technology and the ability to articulate the business problem that it solves. A good leader and someone who leads with integrity"

Microsoft Excellence Award Diamond Winner  
Microsoft Consulting Better + Together Award Winner



Coaching Habit MOOC  
Microsoft Technical Challenger MOOC  
Microsoft High Performance Mindset MOOC  
Microsoft Global Challenger MOOC



# ROSS JOHNSTON



**Sydney – 2021 onwards**  
**Director and Owner**

- Consultancy start-up focused on Microsoft security technologies on a part-time basis.



**Microsoft**

**Sydney – 2017 to 2021**  
**Senior Account Technology Strategist / CTO**

- Dedicated to Australia's largest Microsoft enterprise strategic account – Woolworths Group
- Technical thought leader with a broad knowledge of the Microsoft platform, competitors & industry
- Orchestrated strategic activities across Microsoft and Partner virtual teams to maximize business results, customer success, and customer satisfaction helping Woolworths become a Marquee account
- Access and visibility to Microsoft senior executive teams, product, and engineering organisations
- Personally responsible for many key strategic wins around identity, modern management and security enabling Woolworths to fundamentally transform their end-user experiences
- Championed the Commercial Enterprise skills initiative delivering targeted training outcomes
- Supported and advocated for the business and technical priorities of the customer.

**COMMVault**



**Sydney – 2016 to 2017**  
**Technical Strategy & Executive Briefing Program, APAC**

- Responsible for the incubation of an Executive Briefing Program within APAC
- In region representation for the Office of the CTO helping define overall vision and strategy as Commvault pivots to a data management and cloud business
- Pipeline generation in collaboration with Sales and Marketing
- Driving alliance, channel, and cloud strategic relationships
- Responsibility to deliver impactful briefings to customers throughout the region.



**Sydney – 2014 to 2016**  
**Software Sales Manager Data Protection Solutions, ANZ**

- Sales management and quota responsibility for all EMC Data Protection software products across ANZ
- Pipeline generation, programs, and incentives to drive software adoption
- Evangelise software benefits to internal teams, partners, and customers
- Matrix management of the local Data Protection software sales team helping achieve quota
- Consistently achieved quota.



**Hong Kong – 2011 to 2014**  
**Director Global Account Presales & Technical Architects, APJ**

- Leading EMC's Data Protection and Availability specialist presales team responsible for Global Accounts across Asia Pacific and Japan
- Responsible for defining a new role and creating a team of technical experts across APJ providing a Technical Architect capability bridging sales, presales, and delivery
- Evangelising EMC solutions to internal teams, partners, and customers
- Delivered focused briefing content at EBC's across APJ on a regular basis
- Provided presales leadership to the local Hong Kong SE team as a matrix manager
- Built a team of 12 direct reports across 5 countries.



**Sydney – 2007 to 2011**  
**Senior Manager Presales and Practice Manager, ANZ**

- Building and leading the EMC presales team across ANZ
- Developing and managing a sales quota for services bookings with targets consistently exceeded
- Working closely with the core and specialist sales teams to drive revenue
- Assisting the global services organisation to forecast and deliver outcomes
- Managed a perfect record of staff retention throughout my tenure despite change and acquisition.

## PROFESSIONAL EXPERIENCE

"... steady under incredible pressure, meets his commitments, and has a deep understanding of technology and the processes necessary to ensure the technology works"

"... worked with Ross a couple of times over the last ten years, he is, in my opinion one of the best technical managers and IT practitioners I've had the pleasure of working with."

"... great person to work with. Very technical, great in front of customers and very balanced personality. Would love to work with him again"

# ROSS JOHNSTON

## PROFESSIONAL EXPERIENCE

"... definitely one of the smartest people I know and was always there when I needed help. ... good mentor as well as I was new to his team and division. ... made sure I was well looked after and would always check up on me every now and then"



**Sydney – 2005 to 2007**

**Senior Consulting Director & Solution Principle, ANZ Japan**

- Managing a sales quota to drive consulting bookings and revenue deliverables
- Management and services delivery responsibilities for the EMC Software Group Consulting organisation across ANZ and Japan
- Responsibility to meet booking, billing, and utilisation goals
- Built a team of services resources to deliver solutions around data protection starting with 1 resource and growing to a team of 8 in under 2 years.



**London – 2000 to 2005**

**Director and Owner**

- Consulting start-up providing specialist skills exclusively through vendor and channel relationships around storage, data protection, business continuity and disaster preparedness
- Development of a team of consulting resources providing services capability
- Customers included VERITAS; Legato; EMC; HP; PWC; CSC; SCB; HSBC; Vodafone.



**Stockholm – 1999 to 2000**

**Principal Consultant**

- Technical specialist for the Compaq / Anderson Consulting / Ericsson global SAP rollout
- Expertise in Unix platforms, SAP, storage, and data protection.



**Sydney – 1998 to 1999**

**Regional Manager of Professional Services, APJ**

- Building a consulting, services delivery, and education presence within Asia Pacific
- Reporting directly to the worldwide director of Professional Services in the US, regional quotas and customer satisfaction objectives consistently achieved
- Travelled extensively in APJ to develop a capability in region.

**Scenario Systems Ltd**

**London – 1996 to 1998**

**Director and Owner**

**Surfcom Consulting Ltd**

**Sydney – 1995 to 1996**

**Director and Owner**

**Applied Micro Systems**

**Brisbane and Sydney – 1990 to 1995**

**Senior Consultant**

**Compsoft**

**Brisbane – 1987 to 1990**

**Systems Analyst / Project Manager**

## Personal Information

Nationality:

Australian with United Kingdom Right of Abode

Hobbies:

Mountain and road cycling, fitness, technology, home automation

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