

IVONNE VALDES

Board, Advisory & C-Suite Leadership



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Throughout her career, Ivonne Valdes has built and led teams that have accelerated profitable revenue growth and transformation for some of the world's top technology companies—including HP, Oracle, Sun Microsystems, Fujitsu, Schneider Electric, and Sorenson Communications—as well as several PE-backed companies and Silicon Valley startups.

CORPORATE BOARD INTERACTION: As a C-level leader, Ivonne fosters a collaborative environment in her regular reporting to the Sorenson Communications Board of Directors. She has repeatedly been a member of the senior leadership teams that shepherded companies through due diligence, acquisition, and integration, including the purchase of Sun Microsystems' Rapid Solutions & Strategic Alliances business (a +\$5B transaction) by Oracle and HP's acquisition of 3PAR (a +\$2.35B transaction). Earlier in her career, as the VP of Sales for Exponential Technologies Inc., she was a member of the leadership team that defined the corporate strategy and conducted a fundraising road show with presentations to numerous VC boards.

GROWTH & EXPANSION: Ivonne's deep experience and industry insights are at the foundation of Sorenson Communications' global expansion from 3 to 11 countries. As Chief Product Officer and Chief Channel Officer, she delivered multimillion-dollar incremental revenue in the face of intense competition, launched a D2C subscription service, and crafted the company's first channel strategy. As P&L head of Schneider Electric's cloud and services division, she nearly doubled revenue in one year and reached billion-dollar sales in year two, positioning the division as the company's most profitable. Earlier, Ivonne was part of the leadership team that was pivotal in the growth of Sun Microsystems' enterprise services business. She also spearheaded the creation and launch of the company's first preventive analytics subscription offering, contributing nine-figure revenue.

GOVERNANCE: Throughout her career, Ivonne has fostered cultures of integrity and transparency. Her adept management of risk and adherence to regulatory standards has not only fortified each company against potential pitfalls, but has also significantly increased each company's focus on corporate citizenship. From data and information security to M&A due diligence and risk management, corporate social responsibility, stakeholder management, leadership development, and DEI, she has consistently demonstrated a dedication to creating sustainable and responsible corporate practices.

INNOVATION & TRANSFORMATION: Ivonne has made an indelible mark on the global technology industry as a visionary and barrier-breaking leader. She is the strategic and operational force behind industry-defining product, go-to-market, and partnership leaps. As an executive leader at HP, Ivonne turned around the declining technology services business, scaling to a billion-dollar revenue stream and achieving double-digit order growth. She also reimagined the channel go-to-market strategy, creating a Center of Excellence model and building cross-functional momentum that was key in elevating this highly profitable revenue stream to more than half of the company's total.

LEADERSHIP, DEI & MENTORING: One key component of Ivonne's leadership style is distinguished by her dedication to the growth of executive teams, earning her accolades like Silicon Valley Woman of Influence and inclusion in an industry Power 100 list. An empowering voice for the Hispanic community, Ivonne's work was honored in 2019 with the Infrastructure Masons' Global Diversity and Inclusion Champion Award. In 2015, *Latina Style Magazine* recognized her as one of the Top 10 Latina Executives of the Year. Silicon Valley Latino named her a Cultra Ambassador in 2014. Ivonne is a member of HITEC, the largest community of Hispanic technology professionals, and currently serves as Board Chair for The HITEC Foundation. She was named HITEC Member of the Year in 2023. She is also a member of the Latino Corporate Directors Association.

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EXPERIENCE

SORENSEN COMMUNICATIONS

Chief Channel Officer, 2023–Present
Chief Product Officer & EVP of Business Development, 2022–2023

SCHNEIDER ELECTRIC

SVP of Cloud & Service Provider Segment, 2016–2022

HP INC.

VP of Enterprise Group Technology Indirect Services, 2016
VP of Technology Services Worldwide Go-to-Market, 2010–2016

ORACLE CORP.

Senior Director of Sun Rapid Solutions & Strategic Alliances, 2008–2010

SUN MICROSYSTEMS INC.

Director of Services Deal Team, 2003–2008

Prior:

Sun Microsystems Inc.
eOnline
Exponential Technologies Inc.
Fujitsu Microelectronics
Chips & Technologies, Inc.

EDUCATION

M.B.A., University of Phoenix
B.A., Psychology, Caldwell University
Certificate, Cybersecurity Oversight, Software Engineering Institute, Carnegie Mellon University

MEMBERSHIPS

Hispanic Technology Executive Council (HITEC)
Latino Corporate Directors Association (LCDA)

BOARD & ADVISORY

- Caldwell University, 2023–Present, Board Trustee / Member, Student Development Committee and Academic Affairs Committee. Private New Jersey-based liberal arts university built on the core values of respect, community, integrity, and excellence.
- Conectado Inc., 2022–Present, Board Director. Startup Web3 and multiverse education platform driving generational economic prosperity. Trusted advisor to the CEO through launch, go-to-market strategy development, product development, and creation of strategic partnerships (e.g., Accenture, Bank of America).
- The HITEC Foundation, 2017–Present, Board Chair / Director. Foundation dedicated to investment that creates new pathways for future Hispanic leaders in technology. Leads a six-person board in developing and offering scholarships, internships, mentoring, and other professional advancement opportunities.
- Cato Digital, 2020–2023, Advisory Council Member. Digital infrastructure company focused on equity in cloud access.

AWARDS & HONORS

- HITEC – Member of the Year, 2023; Hall of Fame, 2020; HITEC 100 Award, 2009–2010, 2014–2019
- Mission Critical Women in Technology, 2022
- Infrastructure Masons 100 Award, 2020
- *Silicon Valley Business Journal's* Women of Influence, 2020
- Infrastructure Masons Global Diversity and Inclusion Champion Award, 2019
- CRN – Power 100, Most Influential Women of the Channel, 2016; Women of the Channel, 2014–2015
- *Latina Style Magazine's* Top 10 Latina Executives of the Year, 2015
- HP Customer Satisfaction Award, 2014