



YING MCGUIRE

Board Ready Leader with Global Reach & Transformational Impact: Global Growth Strategy | P&L Leadership | Digital Transformation | Board Governance

EXECUTIVE LEADERSHIP

NMSDC: CEO & President, and Board Officer

Technology Integration

Group: Global Vice President

Dell Technologies: various leadership roles in Marketing, Procurement/supply chain, Operations, and Finance.

NON-PROFIT BOARD

Billion Dollar Round Table: Board Member

SMSDC: Chair of the Board
Greater Austin Asian Chamber of Commerce:

Founding Board Member

George H.W. Bush

Foundation for US-China Relations: Advisory Board

GOVERNMENT ADVISORY

United States Department of

Commerce: United States Investment Advisory Council (IAC) [Council Member](#)

Small Business

Administration: [Council Member & Chair of Access to Contract & Purchasing Subcommittee](#)

International Trade Center: Chair of the Advisory Board

BOARD PROFILE

I am seeking a corporate board director role in technology, energy, retail, or hospitality sectors where I can leverage my strategic expertise to drive scalable growth and transformation. Fluent in Mandarin, I've expanded businesses globally for Dell Technologies, TIG (a mid-market IT firm), and NMSDC where I accelerate entrepreneurs to become critical suppliers within corporate supply chains.

With a proven track record in board governance, I've served on eight nonprofit boards and advised four federal and international government agencies, building a powerful network of business and policy influencers. I bring immediate value to finance, governance, and technology committees, combining boardroom expertise with a deep understanding of market dynamics and stakeholder engagement.

BOARD COMPETENCY & CAREER HIGHLIGHTS

Global Growth Strategy & P&L Leadership: Spearheaded global growth for Fortune 50, mid-market, and nonprofit entity, doubling NMSDC's revenue in 24 months and expanding TIG's international business from less than 1% to nearly 20% of total revenue through strategic alliances and M&A. Launched a \$1 trillion revenue goal for entrepreneur-led enterprises in the NMSDC network, propelling over \$100B in combined revenue growth within three years.

Operational Efficiency & Cost Rationalization: Delivered \$7B in cost savings and \$1B in tax savings at Dell Technologies.

Digital Transformation: Led NMSDC's digital transformation and supported various clients' tech-driven growth throughout my tech career.

Public Policy: Collaborated with executive and legislative leaders to advance small and medium business growth and economic development since 2006.

Board Governance: Led several non-profit boards as a board chair or an Executive Committee member.

MY JOURNEY

Born and raised in China, I packed up her life into one suitcase, arrived in Los Angeles with little English and \$1,000 to my name, but I had a promise I held in my heart: the American Dream.

I imagined what would later manifest as a reality: higher education, a great career in corporate America, opportunity to be an entrepreneur, the freedom to vote and express herself, and representation on government and nonprofit boards.

In 2021, I transitioned from tech industry to a prominent nonprofit organization empowering historically underutilized entrepreneurs to become critical suppliers within corporate supply chains.

PROFESSIONAL EXPERIENCE

NMSDC, NEW YORK/AUSTIN

JULY 2021 - PRESENT

CEO & President, Board Member, Board Officer, and Executive Committee Member

NMSDC® is America's most influential and successful business acceleration organization governed by a 35-member C-Suite board of directors and supported by more than 1,500 corporate members and 17,500 underserved businesses. Its network consists of a national office in New York, 23 regional affiliates, 9 international affiliates, many domestic public and private strategic partners, and a Business Consortium Fund. Ying was appointed by the board of directors as NMSDC's first Asian American CEO.

- Responsible for developing and executing NMSDC's strategic plan to reach \$1 trillion in annual revenue for historically underutilized businesses in NMSDC's network.
- Supported over \$100B in combined revenue growth for 17,500 enterprises over three years through strategic business acceleration programs, targeted mentorship, and connecting businesses to critical relationships, opportunities, and capital.
- Leading organizational transformation through driving alignment on purpose, strategy, structure, and culture, as well as through digital transformation, brand elevation, and public policy advancement.
- Diversified revenue streams. More than doubled NMSDC revenue within 24 months, enforced fiscal discipline across the organization to drive a balanced budget.

TECHNOLOGY INTEGRATION GROUP (TIG), SAN DIEGO/AUSTIN

JUNE 2011 – JULY 2021

Vice President of International Operations and Business Development

TIG (acquired by Converge Technology Solution in 2022) was a leading technology solution provider with 25 offices in US, China, Canada, and a global partner network covering four continents. Vice President of International owns all P&Ls outside of US as well as growth strategy and business development with global fortune customers.

- Founded and scaled TIG's international business from inception, driving market entry strategies, talent acquisition, strategic alliances, and P&L oversight across the globe.
- Grew TIG global business profitably to nearly 20% of company revenue through organic growth, M&A, and strategic alliances across four continents.
- Transformed the international business model from low-margin hardware sales to high-margin recurring revenue services, positioning TIG for sustainable profitability and long-term growth.
- Spearheaded strategic relationships and business development with Fortune 500 company customers, supporting their digital transformation initiative to align with their operational priorities and growth strategies.

Global Procurement Director

Led an indirect procurement team; served as a Dell's spokesperson in the small business community.

- Drove \$3 billion annual procurement spend with small and medium business suppliers in the underserved community resulting in the induction of Dell into the Billion Dollar Round Table.
- Sponsored and mentored small and medium business CEOs to expand their operations globally.
- Collaborated with line-of-business leaders including CIOs to streamline vendor partnerships, driving cost savings and maximizing vendor performance.

Program Leader, Worldwide Operations Council

Partnered with senior vice presidents of Procurement, Product Group, Manufacturing, Information Technology, Services, and Finance to drive companywide cost savings, supply chain excellence, operational efficiency, and improve Dell's margin and tax advantage. Developed and implemented Dell's strategic and operational plans that made immediate impact to shareholders' value.

- Collaborated with finance vice presidents and cross-functional leaders to achieve \$7 billion in cost savings from 2004 to 2006.
- Played a key role in supporting the global operations team in establishing overseas operations, resulting in a \$1 billion tax advantage
- Led semi-annual corporate strategic planning, conducting in-depth financial and strategic analysis and facilitating SVP-level forums to pinpoint high-impact initiatives.
- Established a quarterly operational review with Michael Dell and the executive council, ensuring alignment and accountability in executing strategic plans

Global Commodity Manager, World Wide Procurement

Managed global commodities during 2002-2004 SARS epidemic driven supply chain disruptions and delivered best in class cost, quality, and continuity of supply.

- Reengineered a supplier cost model, which resulted in exceeding the cost saving targets.
- Transitioned global supply manager roles from Austin to Shanghai for cost savings and continuity of supply; played a leading role in bridging business culture and language gaps during the transition.

Marketing Manager & Product Brand Manager, Americas Public

Managed marketing activities and desktop product line for the education market. Accountable for new product introduction, market research and communication, pricing strategies, and sales training.

- Directed \$1 billion annual revenue desktop product line; maintaining profitability while attaining a year over year unit growth rate of 20%.

NONPROFIT BOARD & GOVERNMENT ADVISORY EXPERIENCE

- Council Member, **Council on Underserved Communities, Small Business Administration**
- Council Member, **United States Investment Advisory Council, U.S. Department of Commerce**
- Advisory Board Member, **George H.W. Bush Foundation for U.S.-China Relations**
- Advisory Board Chair, **International Trade Center (ITC), a UN & WTO Joint Agency**
- Board Member and Acting Board Chair, **US China Innovation Alliance**
- Board Member, **SCMSDC**
- Founding Board Member, **Greater Austin Asian Chamber of Commerce (GAACC)**
- Founder and Co-Chair, **Texas-China Investment Summit**
- Board member, **Billion Dollar Round Table**
- Board Member & Board Chair, **SMSDC**
- Board Chair, **Texas Asian Chamber of Commerce (TACC)**

EDUCATION

Thunderbird School of Global Management Phoenix, Arizona USA
Master of Business Administration (with concentration in International Marketing)

Nankai University Tianjin, China
Bachelor of Arts (with concentration in Tourism Management)

Accenture Diverse Supplier Development Program Chicago, Illinois USA
Management Consulting

AWARDS

- 2024 50 Women to Watch for Corporate Boards
- 2024 Social Impact Women to Watch, Nonprofit HR
- Technology Firm of The Year, United States Department of Commerce
- CRN Top Woman Channel Leader
- Women in Technology Diversity Advocate by Ingram
- Top 25 Woman Business Leaders by MEA Magazine
- Soaring Heights Award, Texas Business Alliance

MEDIA PRESENCE

New York Times

[The Day Rosa Santana Got Her Big Break](#)

Forbes

[Making Access To Opportunity More Equitable](#)

Inc.

[How to Make Sure the Bipartisan Infrastructure Law Leaves No Community Behind](#)

HuffPost

[Immigrant Women Leaders: Revitalizing American Meritocracy](#)

Bloomberg TV

[This is Not a Conference, It is a Catalyst](#)

[NMSDC Launches 50th Anniversary Steering Committee](#)

[NMSDC launches The Forefront 50 to recognize corporations that are leveling the playing field](#)

Entrepreneur

[4 Keys to Achieve Business Success in a Time of Crisis](#)

The Business Journals

[In Her Own Words: To make a greater impact, Ying McGuire moved to major nonprofit](#)

Business View Magazine

[Actualizing the American Dream](#)