



## **Julie E. Gilbert, CPA**

**New York City, New York**

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**Experienced Board Chair/Vice Chair | Global CEO | Public  
& Private Company Technology Growth Executive**

**AI Board Chair and Vice Chair, Audit, Strategy, Nomination  
& Governance, Distinctive Strategy/Business Growth**

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Julie is a proven effective **visionary technology CEO and board director serving as Chair, Vice Chair, Governance, Strategy, Audit**, and other committee leads for companies ranging from start-ups to large Fortune 500 and family offices. She brings strong strategy, growth, financial, and AI CEO and cybersecurity operator expertise stemming from her **globally recognized 17 founding company CEO, 4 Unicorn builder** and founder track record in driving profitable growth and business turnarounds from start-up to head of growth for B2B and B2C organizations at **Best Buy, Polaris, and McKinsey Certified Technology Partner**, as well as M&A expertise as Senior Manager at **Deloitte. 2025 Top Private Director to Watch** (1 of 30 board directors chosen based on referral from CEO and Board directors) and was nominated by private equity firms she partners with on their portfolio company boards and chosen as **2026 “Who’s Who.”** Active speaker and regular author for **Private Company Director, Active CPA**

Senior enterprise growth and transformation executive with **25+ years of experience** advising **CEOs, Operating Committees, and Boards of Directors** across Fortune 50/500 companies, private equity-backed enterprises, and multigenerational and founder-led family businesses. Proven **CEO and four-time unicorn founder**, former **Fortune 50/500 Senior Vice President of Growth, McKinsey Partner/Certified Technology Partner** designing and executing global growth with public/private boards and C-suites, and trusted advisor operating at the intersection of **enterprise strategy, transformation, capital allocation, and governance.**

Proven **CEO and four-time unicorn founder**, Fortune 50/500 **Senior Vice President of Growth**, and trusted **Board and C-suite advisor** operating at the intersection of enterprise strategy, transformation, capital allocation, and governance. Recognized for shaping and executing **large-scale, stock-accretive growth and reinvention initiatives**, including turnaround and modernization of heritage businesses, creation of differentiated growth platforms, and rapid scaling of new ventures. Brings a rare combination of **strategic judgment, operating depth, and financial rigor**, with consistent outcomes in value creation, market valuation expansion, and enterprise resilience.

She holds an **MBA in Strategy and Marketing** and a **BS in Accounting** from the Carlson School of Management at the University of Minnesota.

She is an **active and licensed CPA**, and **NACD Board Fellow** and regular author and contributor to **Private Company Director**. Outside of work, she is passionate about fitness, art, audiophilia, music, nature, history, fitness, food, performance cars, and was a former competitive ballroom dancer.

### **SELECTED BOARD SERVICE**

Top **2025 Private Board Director**, Private Company Director (1 of 30 directors chosen via referral from existing boards)  
**Telestream**, B2B Technology/digital services (Venture capital backed), NY and Utah, 07/25-current  
**The Monroe Institute**, Virginia, 3/26-current

### **SELECTED ADVISORY BOARD SERVICE**

**Roz, AI**: Compliance services company (Venture capital backed), St. Louis, Missouri 08/24-Current  
**Amateras Capital**, New York City, Special Advisor, Consumer, Services, Health Tech, and Technology, 04/24 - Current

### **SELECTED PRIOR BOARD SERVICE**

**Asbury Healthcare**, Washington DC, Board **Vice Chair**: December 2019-2026, Audit Committee; Strategy Committee Chair: Present; Governance Committee Chair, 2019-12/2025 (Large healthcare CCRC) Served 2 terms  
**Hypatia Capital**, (WCEO), ETF, New York City, NY: 04/24 – 12/2025

**Alerus Financial** (ALRS) – Advisory Board Member, 2015- June 2020 (Public Bank with customers in all 50 states)  
**Pentair** (PLC) Advisory Board: New business consumer product development: 2022, McKinsey Partner  
**ModivCare** (MODV) Top 7 Clients Advisory Board: 2021 ~ Request of the ModivCare CEO  
**PreciouStatus.AI** – Board Chair, 2010 - 2019 (PE SaaS AI technology B2B company) Healthcare, Education, and Military clients globally  
**Acupera Healthcare** – Board Member, 2015-2018 (PE backed healthcare technology SaaS company)  
**University of Minnesota Board Trustee Foundation** – Minneapolis, MN: Board Member, 2019 – 2025 (served two terms/6 years)  
**University of St. Thomas**, School of Business Richard Schulze Entrepreneurial Board, May 2016-September, 2022 (joined at the invitation of Richard Schulze, Founder and CEO of Best Buy)  
**Harvard Business School Kennedy School Women’s Board** – Board Member, 2007-2009  
**Child Neurology Foundation** – Board Member, Finance Committee Co-Chair, Development Co-Chair: 2016 – present (largest global aggregation of pediatric neurologists serving children with any form of neurologic challenge or impairment)

## SELECTED PROFESSIONAL ASSOCIATIONS

**Aspen Institute - Henry Crown Fellow**, 2015-present, chosen as one of 325 global professionals in 25 years for entrepreneurial excellence and values.

**Private Company Directors Association**, New York, 2024-Present, Regular national article contributor

**National Association of Corporate Directors**, 2019-Present; NACD Governance certified

**WOLF Foundation**-(Founder) provides transitioning/retiring US Military Executives (all branches) mentorship, resume build for corporations, direct network connections to CEO’s for introduction and placement. Successful placement of more than 50 officers of the USA military to financial and professional wins. 2006-present

## PROFESSIONAL CAREER EXPERIENCE

**FULL THROTTLE GROWTH & CAPITAL**– New York, NY

**CEO/PRESIDENT**

**04/2024-PRESENT**

**Full Throttle Growth & Capital** partners with public companies, family offices, private equity, and venture capital–backed enterprises to drive **accelerated, sustainable growth and enterprise-scale transformation**. The firm supports leadership teams and Boards across technology, consumer, services, manufacturing, defense, energy, water and rare minerals, infrastructure, cyber, consumer, agriculture, financial services, distribution, and healthcare. Engagements focus on **enterprise growth strategy, portfolio value creation, and AI-enabled roadmaps** that deliver both **top-line acceleration and structural cost efficiency**.

Full Throttle works directly with **Boards, C-suite and senior leadership teams** to align strategy, execution, and governance, supporting **change management and organizational adoption**. The firm is deeply engaged in **real-time build, execution, and scale**, providing hands-on leadership and coaching across **value proposition and product strategy, technology and data, operating model design, capital deployment, and executive talent** to drive durable, board-level outcomes.

**MCKINSEY & COMPANY** – New York, NY

**6/2020 – 4/2024**

**Certified Technology Partner | Global CEO / Entrepreneur-in-Residence | Operating Partner**

Senior enterprise growth and transformation leader advising **Boards, CEOs, and C-suite executives** on large-scale growth, turnaround, and business-building initiatives across all sectors including consumer, health and wellness, manufacturing, financial, technology, services. Co-led **Consumer**, supported **six of the firm’s largest healthcare organizations**, served as **CEO-in-Residence for IoT and AI-enabled growth** across all global sectors.

Led end-to-end design, build, and scale of new growth platforms and reinvention of heritage businesses, delivering **fast, stock-accretive outcomes**. Key contributor to scaling the business-building practice to **35% of firm revenue in under four years (\$4.6B)**. Partnered with executive teams to operationalize AI- and technology-enabled roadmaps, driving **40–62% valuation and stock price increases within 18 months**. Asked to join, as an advisor, boards of public company clients during tenure.

**PRECIOUSTATUS.AI** (SaaS) — New York, NY and Minneapolis, MN

**8/2010 – 11/2019**

**Founder, Chair of the Board & Chief Executive Officer | Private Equity–Backed**

Founder and CEO of an **award-winning, global first ever AI-enabled SaaS and mobile encrypted communications and services platform** with users across **178 countries**, delivering secure provider-to-consumer engagement and monetization across multiple enterprise use cases.

Built and scaled **two differentiated, encrypted B2B2C software platforms** serving consumer and healthcare markets, supported by a large-scale data lake and **AI-driven backend monetization engine** as well as a **separate differentiated military encrypted communications user-interface**. Led end-to-end enterprise development including **product strategy, technology architecture, data and AI, go-to-market, operations, capital partnerships, and governance**.

Successfully scaled the business globally and executed a **successful exit**, while continuing to serve as **Board Chair**.

**POLARIS** – Minneapolis, MN

**4/2018 – 12/2018**

*Global \$5B, Fortune 500 outdoor adventure, nature powersports and military vehicle manufacturing company*

**Global Chief Customer Engagement and Growth Officer**

Recruited by the CEO to lead manufacturing **enterprise growth and customer expansion**, reporting directly to the CEO and serving on the **Executive Operating Committee** of a **\$5B global industry leader**. Mandated to **reinvent a heritage brand** and drive growth through new customer segments, markets, and engagement models.

Established the firm's **global growth and customer strategy architecture**, aligning product, brand, data, and go-to-market capabilities across regions. Partnered with executive leadership to shape enterprise priorities during a period of heightened complexity.

**Transition:** Voluntarily exited following the emergence of significant legacy legal and regulatory challenges related to a **pre-existing CPSC matter**, enabling the company to focus leadership attention on resolution while maintaining continuity of operations.

**WOLF MEANS BUSINESS** – New York City, NY & Minneapolis, MN

**3/2009 – 4/2016**

**Founder, Chief Executive Officer & Operating Partner**

Advised **Fortune 500 companies**, Boards of Directors, and executive leadership teams—alongside select high-growth and private enterprises—on **enterprise growth, turnaround, and value creation**. Founded and led a global strategy and business-building firm focused on **reinventing heritage brands**, launching differentiated growth platforms, and driving **rapid stock and valuation accretion**. Engaged directly with **Boards and C-suite leaders** to shape growth strategy, portfolio priorities, and execution roadmaps, spanning **strategy, operating model design, go-to-market transformation, capital efficiency, and leadership alignment**. Served national and multinational clients across **five continents** in technology, consumer, health and wellness, manufacturing, healthcare, energy, defense, consumer, food and beverage, retail, distribution, insurance, and services.

**Selected Impact**

- Delivered **19–34% revenue growth** and **18–34% gross margin expansion** across enterprise engagements
- Achieved **3–10x valuation increases** and **60%+ stock price appreciation** through differentiated growth and turnaround strategies

**BEST BUY** – Minneapolis, MN

**08/2000 – 3/2009**

*Fortune 50 multinational consumer electronics and services retailer with more revenue of \$40B, 1,000 locations and 125,000 employees.*

**Senior Vice President, Enterprise Growth**

*Fortune 50 global retailer | ~\$40B+ revenue, 1,000 locations, 125,000 employees*

Enterprise growth and transformation executive leading **company-wide business building, innovation, and portfolio expansion** across new ventures, turnarounds, strategic alliances, M&A integration, and operating model transformation. Partnered directly with the **CEO, Board, and C-suite** to design and scale differentiated growth platforms, contributing to revenue expansion from **~\$15B to >\$45B** during tenure.

Led the **design, build, and scale of five new growth businesses, four achieving unicorn-scale outcomes**, and served as a senior leader across enterprise strategy, high-margin business units, and customer-centric transformation initiatives representing **more than 50% of company EVA**.

**Selected Contributions and Impact**

- Founded and scaled **Magnolia Home Theater**, the company's first luxury, "store-within-a-store" and premium services platform; expanded to **365 locations globally** with **1,900+ in-home services operations** across North America, Asia, and Europe
- Designed and launched **Virgin Mobile USA as three-way joint-venture→newcom**, the industry's first prepaid mobile offering and **Best Buy's first joint venture**, creating a new category-defining growth platform
- Led enterprise transformation focused on the **female customer**, creating **WOLF Innovation** and growing the business unit P&L from **\$13.1B to \$17.5B in under five years**, generating **\$4.4B in incremental revenue**
- Built and scaled the company's **first wholly owned national services ("truck roll") business** for design, delivery, and installation of home theater systems
- Designed and led global stand-up and scale of **WOLF, a consumer-led innovation platform building strategy** in a disciplined customer-lens 'wolf pack' structure enabling female consumers to build financial and cultural change. **Provided \$4.4 billion** in revenue as well as quantifiable cultural metrics in less than 5 years.
- Partnered with CEO and C-suite to shape and execute **enterprise strategy for Computing and Home Theater**, driving the majority of high-margin economic value creation

- Led **CEO-to-CEO strategic alliances** with Microsoft, Hewlett-Packard, Yahoo, and leading media partners, translating executive relationships into material financial growth
- Key team member for acquisition and subsequent **integration and scale of the Geek Squad acquisition**, preserving brand equity while accelerating national growth
- Rebuilt enterprise-wide **sales training and digital commerce enablement**, launching the *Learning Lounge* platform and increasing customer engagement by **18%** and enterprise sales performance by **2%**
- Created and led the **Retail Leadership Forum** for 1,850 General Managers, improving Gallup “Key Sales Tools” scores by **16% within six months**

**DELOITTE** –Minneapolis, MN & New York City, NY

*Largest professional global services and Big Four accounting firm, >\$40B in revenue and 285,000+ professionals*

**Senior Manager**

**Engaged Boards of Directors, the Office of the Chairman, and executive leadership teams** of Fortune 500 companies on corporate tax strategy, **M&A transactions**, restructuring, and governance-aligned compliance in manufacturing, services, consumer, insurance, and financial services companies

**Founded and scaled a national business line across all U.S. Deloitte offices**; built the firm’s **first enterprise software platform** automating complex Fortune 500 M&A tax restructuring and launched a **new tax payment recapture business**

#### **EDUCATION**

**MBA degree**, Strategy and Marketing and **BS degree**, Accounting – University of Minnesota, Carlson School of Management, Minneapolis, MN

**Certified Public Accountant**, Currently Active and Licensed, State of Minnesota: >25 years active and licensed.  
Stanford, Artificial Intelligence