

Dear Commissioner Hull:

I am interested in joining the MMLD Light Commission. I live in Marblehead on Washington Street with my wife and our 3 daughters. We love this community.

I've always been interested in electricity and lately in electricity generation. It is fascinating that we live in a town where we own and operate our own utility. I want to be a voice for Marbleheaders as we decide where we buy our electricity and how we invest in our own infrastructure.

I'm very interested in the topics of variable use rates, hardening of the local infrastructure, affordability for low income residents, purchasing renewable energy and supporting local residents in their efforts toward renewable generation and storage.

I am a business development executive at Google where I've worked for 16 years in the enterprise software and hardware business. I currently lead a team of people working on our next generation of Artificial Intelligence products helping auto companies build better autonomous cars, helping retail companies ensure that their products on the shelves are not out of stock and helping mortgage holders keep track of their online statements.

My work is highly cross functional requiring collaboration from people spread all over the globe from many different individual backgrounds and corporate functions from engineering to marketing to finance to project management.

From observing the Light board meetings and listening to the general manager, I know I could immediately offer help in all aspects of their technology stack. Some examples include understanding how to integrate our smart meter infrastructure in a more efficient way to our billing system, better reporting of the data than one off excel spreadsheets, and streamlining multichannel communication of MMLD plans to all residents.

One of the core tenants of Google Cloud is to lead with customer empathy. Every decision that we make has the end customer in mind. As a fellow resident of Marblehead I would represent the interests of the end customer on the MMLD Light commission.

Thank you for your consideration.

Adam Smith
15 Washington Street
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SUMMARY:

- Cloud / SaaS
- Business Development
- ISV Ecosystem
- Channel design
- Partner enablement
- GTM strategy
- Hiring Teams
- ML/AI Platforms
- Product Development

EXPERIENCE:

Google: 2006 - present

**Head of Product Partnerships, Cloud AI
Boston, MA**

April 2020 to present

- Leading a Bus Dev team within Product Engineering working closely with sales and strategic customers/partners on DocAI, Vision AI and Vertex AI Platform pre release products.
- Shepherding AI products from ideation through to first commercial contracts via direct customer engagement.

**Head of Global ISV Alliances
San Francisco, CA**

April 2019 - April 2020

- Led a global team of 25+ driving GTM of top alliance partners. Awareness, Enablement, Cosell, Revenue.
- Drove direct and influenced revenue of \$300M+.
- Executed CEO vision of embracing enterprise open source ecosystem by rapidly enabling top partners.

**Head of Americas ISV Alliances
San Francisco, CA**

September 2016 - April 2019

- Designed a field ISV program and co-sell motion for top alliance ecosystem partners.
- Hired and managed a team of 8 direct reports.
- Launched Open Source partner program with MongoDB, Elastic, Confluent, Redis etc.

**Chromebook Sales & Business Development, Google Enterprise
Mountain View, CA**

May 2011 - Oct 2016

- Built a Chromebook business starting as the first direct sales rep working with schools and enterprises.
- Executed and enabled reseller and distribution deals to scale growing EDU & Commercial business
- Led ecosystem efforts to get ISVs to build for Chrome & list on Chrome Web Store.
- Led GTM from launch for video conferencing hardware bundle attached to Google Apps customer base.

**Enterprise Channel Sales, Asia Pacific
Sydney, Australia**

Feb 2009 - Jun 2011

- Founding team member for Google Enterprise Asia Pacific business
- Led Enterprise Sales, Channel Strategy and Enablement for Google Search Appliance & Google Maps
- Built a Mid-market Google Apps sales team

- Launched new Asia Pacific markets in India

Enterprise Sales Account Exec

New York, NY

June 2006 - Jan 2009

- Consistently achieved quota selling Google Search Appliance, Google Apps
- Sold 50+ Google Search Appliances globally
- Led efforts to pivot from direct sales to channel sales model

Percussion Software

Account Executive

Boston, MA

Oct 2004 - May 2006

- Sales for Lotus Notes Admin and Developer tools

Education:

BA International Relations

University of Pennsylvania

Interests

- Sustainable organic agriculture, foraging, carbon emission reduction
- Exploring the world with a focus on beaches and ski mountains with my partner and 3 daughters
- Raising the next generation of social justice warriors