

# GAHN LANE

EXECUTIVE LEADER | GLOBAL CHANNELS, PARTNERSHIPS & ALLIANCES | REVENUE GROWTH

## CONTACT

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## PROFESSIONAL HISTORY

**Vice President,  
Global Partners & Alliances |**  
Pindrop, 2021 – Present

**Vice President, Global Strategic  
Alliances & Partners |**  
PGi, 2020 – 2021

**Vice President,  
Global Strategic Partners |**  
Syniverse, 2019 – 2020

**Managing Principal  
& Consultant |**  
Tascosa Consulting, 2018 – 2020

**Vice President of Sales, Direct  
& Indirect Software Industry |**  
CenturyLink, 2016 – 2018

**Vice President &  
General Manager |**  
Westcon, 2009 – 2016

**Vice President of Sales &  
Marketing, AT&T Account |**  
Nortel Networks, 2003 – 2009

**Director of Strategic Sales,  
Sprint Account |**  
Nortel Networks, 2001 – 2003

**GAHN LANE** is a collaborative, growth-focused sales and global channel leader with 16 years of experience leading sales organizations and developing holistic partnership strategies to maximize business driven through partners. Gahn has gained dynamic experience working with C-suite leaders around the world while serving in leadership positions at Pindrop, PGi, Syniverse, CenturyLink, Westcon, and Nortel Networks. His roles have included successful collaborations with some of the world's most innovative brands, including Google, AWS, SK Telecom, Singtel, British Telecom, and Deutsche Telecom.

With experience leading both direct sales and channel sales across SaaS, Cloud, Terrestrial, Wireless, Software, Distribution, and Proservices, Gahn has steered business development and boosted revenue globally – introducing new markets to portfolios including the EMEA, LATAM, and APAC regions. In addition, Gahn brings incredible energy and strength in building and leading expert teams to accelerate rapid business results and scale global strategies. Across his career, Gahn has managed and led teams of up to 800 professionals in planning and executing cutting-edge sales and channel strategies that have generated highly profitable outcomes and resulted in uncharted levels of success.

Gahn is a prolific revenue builder who effectively creates sustainable pipelines that result in explosive market share growth and optimize brand exposure. Most recently, Gahn served as the Vice President of Global Partners and Alliances for Pindrop. Charged with leading indirect sales strategy, Gahn spearheaded efforts to build the company's ecosystem of channel partners and alliances. Along with defining and executing strategies to transform from 100% direct sales to a mix of direct and indirect, Gahn hired and onboarded a global team leading scalable strategy worldwide. His efforts led to \$52M in pipeline activity and \$8M in closed business in less than a year, from a \$0 starting point.

Prior, Gahn served as the Vice President for Global Strategic Alliances and Partners at PGi. In this role, he gained expertise spearheading partnership development and cultivating his impressive network of C-suite contacts accumulated from working on six continents throughout his career. In doing so, Gahn has generated highly profitably B2B leads, including with enterprise GSI, ISVs, Cloud partners, and resellers. While working for CenturyLink, he consolidated three business units into a single team which enabled revenue growth to exceed \$1B annually. Collectively, these experiences have equipped Gahn with the skills to lead global growth across diverse lines of business and work in fast-paced, hyper-growth environments. He is always eager to produce unprecedented results and create best-in-class solutions that set a new industry standard.

Gahn's professional experience is complemented by his MBA in International Business from the University of Dallas and BS in Business Management and Marketing from the University of Texas at Dallas. Gahn additionally serves as an advisor to Yagna, an early-stage tech company, and has consulted businesses including Frontier, CBTS, Ingram Micro, and Calvi across his career.

Gahn has been recognized with multiple awards as an individual contributor as well as through CRN Magazine's People of the Channel: "100 People You Don't Know but Should" Recognition.