

# Tony Parham

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## BOARD MEMBER | MARKETING, SALES, TECHNOLOGY & INNOVATION EXECUTIVE

*Innovation ♦ Leadership ♦ Results*



### BOARD SERVICE (excerpts)

- **William Peace University**, Raleigh, NC; (2019–ff). Committees: Executive (Secretary), Presidential Search, Academic Affairs, Strategic Planning, Business Ops, NomGov
- **Council for Entrepreneurial Development**, Durham, NC; (2019–2022), Strategic Planning Task Force
- **Massachusetts Digital Government Summit**, Boston, MA; Advisory Board; Speaker (2014)
- **Department of Transitional Assistance, Commonwealth of Massachusetts**, Boston, MA, Innovation Council (2014)
- **Governor's Council for Innovation, Commonwealth of Massachusetts**, Boston, MA (2012-2015), Chair
- **Emmanuel Gospel Center**, Boston, MA, (2012-2015)
- **Christian Economic Development Association**, Boston, MA, (2007-2009)
- **Axiom Entertainment Group, Boston, MA**, (2002-2005); Chairman, Exec. Compensation Structuring
- **Mattapan Community Health Center, Boston, MA:** (1995-1996); Exec. Committee, Asst. Treasurer, Search Committee, Chair By-Laws Revision committee; Boston Globe: "a remarkable turnaround."
- **MIT Sloan School of Management**, Cambridge, MA; Board of Governors (1990-1994)
- **Jubilee Christian Church**, Boston, MA, (1985-1993); Vice President, Treasurer

### EDUCATION

- **MIT Sloan School of Management**, Cambridge, MA: M.S., Management
  - ❖ *Marketing, Strategy, Entrepreneurship*
  - ❖ *Seley Scholar (Sloan's highest honor)*
- **University of Southern California**, Los Angeles, CA: M.S., Computer Science
- **Massachusetts Institute of Technology**, Cambridge, MA: B.S., Computer Science

### INTRODUCTION

Tony Parham has diverse skill sets which span multiple domains -- including private sector initiatives and public sector projects.

In the private sector, Tony is a seasoned, innovative executive, with a track record of leading high-profile initiatives. He has over 30 years' experience of business and technology leadership across a wide range of business sizes, from startups to large enterprises. He is a strategic planner and self-starter, proficient at business plan creation, partnership development, new venture creation, assembling high performance teams, managing extended virtual teams and program management.

In the public sector, Tony has most notably served as Government Innovation Officer (GIO) for the Commonwealth of Massachusetts, advising the Governor and executive branch leaders in identifying, funding and managing execution of high-impact, business-transformation projects. As the first Chief Innovation Officer for the Commonwealth, the GIO was accountable for increasing internal government efficiencies and for the improved experience of outside stakeholders such as residents, businesses and local governments.

Tony currently serves as SVP, Head of Core Sales Optimization for the Workplace Investing Business Unit of Fidelity Investments. In that role he leads initiatives to rapidly scale sales to small businesses in the "Core Market" -- i.e. those with \$1M to \$50M in Assets Under Administration (AUA).

### CAREER CHRONOLOGY

- **SVP, Head of Core Sales Optimization**, Fidelity Investments, 11/23-ff. Member of Regional Leadership Team (RLT) for NC Site (11K EEs).
- **SVP, Head of Sales Innovation**, Fidelity Investments, 6/21-10/23.
- **Vice President, Innovation & Strategy**, Fidelity Investments, 12/15-6/21.
- **Government Innovation Officer (GIO)**, Commonwealth of Massachusetts, 7/12-12/15.
- **Chief Technology Officer & Executive Director**, Cross Tech Ventures, 9/10 – 7/12.
- **Managing Director / Founder**, TKG Management Consulting, 7/05 – 12/15.

### LICENSES

FINRA: Series 7, 24. NASAA: Series 63.