

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 (Chair)
- **NCCU School of Business**: Board of Visitors
- **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

Tony Parham is a dynamic innovation leader and strategic "builder" with over three decades of experience driving high-impact initiatives across both private and public sectors. Known for his ability to convert bold ideas into transformative action, Tony has been a pioneering force in government innovation and a seasoned leader in business and technology.

In the private sector, Tony has led high-profile global projects for renowned corporations like IBM and Hewlett-Packard. He is a visionary strategist with expertise in business planning, partnership development, new venture creation, and virtual team leadership. His career spans startups to large enterprises, where he combines technical acumen with business savvy to deliver measurable results.

In the public sector, Tony made history as the first Government Innovation Officer (GIO) for the Commonwealth of Massachusetts. In this groundbreaking role, he advised the Governor and executive leaders on identifying, funding, and executing transformative projects that improved government efficiency and enhanced the experience of citizens, businesses, and municipalities. He spearheaded initiatives such as innovation fellowships, crowdsourcing platforms, and government competitions to embed innovation DNA throughout the Commonwealth.

Currently, Tony is Senior Vice President and Head of Core Sales Optimization for Fidelity Investments' Workplace Investing Business Unit. He leads efforts to rapidly scale sales to small businesses with \$1M to \$50M in Assets Under Administration, driving growth and operational excellence.

Tony is also a charismatic speaker, widely recognized for his leadership in innovation and strategy, and actively contributes to community and professional boards, including universities and entrepreneurial organizations.

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.



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