

Career Summary

Want to
Collaborate?
Let's build
something
transformational.

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AI Strategist

Mission

Every organization I join grows. Four were acquired. The pattern is not coincidental. I find the gap between what technology promises and what the organization can actually absorb, then I close it. Not with slides. With discovery, deal architecture, and measurable adoption. The companies that hired me to sell ended up building around what I found.

Highlights

I don't just bring experience—I bring scalable solutions.

- \$500M+ in generated revenue
- 4 companies acquired following strategic impact (TimeLink → Kronos, Cohere → Dataprise, Monsanto → Bayer, SunGard → FIS)
- National and Global account footprint. Trusted by Top Fortune 100 buyers and growth stage Startup Founders
- Consistent 100%+ quota attainment, ranked #1 in peer group
- Columbia University MS in Technology Management (Expected Dec 2026)

Competitive Advantages

- 10+ years of cross-industry enterprise SaaS leadership** spanning fintech, cybersecurity, education, and telecom
- Proven builder:** Discovery-driven methodology that turns pre-sales into a adoption strategy, not a demo factory
- Deep fluency in heavily regulated markets:** Banking, K-12 compliance, telecom, cybersecurity governance
- Comedy-trained communicator:** Standup background produces audience-reading and timing boardroom training cannot replicate
- Strong network** across the U.S. and global markets
- Built standardized methodologies, enterprise enablement and GTM playbooks

Industries and Clients

- Finance:** Chase, Bank of America, US Bank, Deutsche bank
- Government:** States of California, Alaska, Pennsylvania along with Top 10 National school districts
- Entertainment:** Disney, Netflix, HBO, Paramount, Amazon
- Telecomm:** At&T, Verizon

Consulting & Mentorship

At Apple, I owned national education accounts and launched 20 districts from zero to AI. Across DocMagic (fintech), Pitney Bowes (telecom), Cohere/Dataprise (cybersecurity), and TimeLink (acquired by Kronos), I rebuilt each company's sales motion. The result was consistent: **revenue grew, adoption increased, and four became acquisition targets.**