

**Karl Cain**

Chief Strategist and Chief Revenue Officer

Lehi, Utah

Message



Kailo Energy



University of Utah



See contact info



500+ connections

SUCCESSFUL SALES STRATEGIST, SALES AND MARKETING LEADER, CLICK FUNNELS CERTIFIED PARTNER, START-UP AND FORTUNE 100 EXPERTISE Outstanding and refined executive relationship and leadership skills. Successful history of driving top sales results and improving revenue and profit...

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## Experience



Energy

**Chief Revenue Officer**

Kailo Energy

Aug 2017 – Present • 10 mos

Global

As CRO for Kailo Energy, the new global leader in seamlessly integrated back-up power for essentials, my role is to establish and drive a global sales and business development strategy. Kailo is currently growing its network of qualified energy and solar resellers and partner ecosystem. Contact us today to learn more. Kailo's powerful and light-weight unit easily detaches from its home integrated docking station for your everyday portable power needs.



Avenue

**Chief Strategist, Founder and Chairman**

Lift Avenue

Jan 2017 – Present • 1 yr 5 mos

United States

Lifting businesses and individuals through crafting strategies and campaigns that increase traffic, leads, conversions, and sales. As a Click Funnels Certified Partner, our team has the tools and expertise to lift businesses and sales to new heights.

Seagate  
Technology**Sr. Account Executive**

Seagate Technology

Apr 2016 – Aug 2017 • 1 yr 5 mos

Media (1)

Seagate ClusterStor - No Assembly Required



### Business Development Manager, High Performance Data Division

Intel Corporation

Mar 2014 – Apr 2016 • 2 yrs 2 mos

Intel's High Performance Data Division is at the industry forefront of the most complex and rich eco-systems of high performance software solutions for the data center. As the global lead with major enterprise OEM's and strategic partners, my focus is on development of long term business relationships, management of sustainable sales growth, and team leadership toward reaching and exceeding sales goals and objectives.



### Director, WW Channel Sales

DataDirect Networks

Nov 2012 – Mar 2014 • 1 yr 5 mos

Managed Tier 1 sales channel and OEM partner relationships and sales activities worldwide. DDN is a manufacturer of high performance storage and big data solutions.

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## Education



### University of Utah

B.S., Organizational Communication

1996 – 1998

## Volunteer Experience



### Competitive Head Coach

United States Soccer Federation

2009 – Apr 2016 • 7 yrs

Children



### Ambassador / Missionary - Alaska

The Church of Jesus Christ of Latter-day Saints

Apr 1994 – May 1996 • 2 yrs 2 mos

Education

Full time volunteer work and community service in Alaska.



