



**Charles Sayasith** · 3rd

Lead Account Partner & AI Leader

Orange County, California, United States · 500+ connections ·

[Contact info](#)

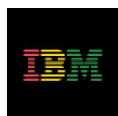


IBM



Northwestern University  
Kellogg School of...

## Experience



**IBM**

5 yrs 4 mos



**Lead Account Partner & AI Leader**

Full-time

Mar 2020 – Present · 1 yr

Orange County, California, United States



**AI/Cognitive & Advanced Analytics Leader - Associate Partner**

Nov 2015 – Present · 5 yrs 4 mos

IBM Global Business Services



**Chief Technology Officer & Managing Director**

BeyondCurious

Jan 2018 – Aug 2018 · 8 mos

Greater Los Angeles Area

Digital Strategy & Transformation start-up helping organization leverage advanced technologies to improve growth, profitability and market positioning.



## Senior Manager, Strategy & Transformation Practice

Accenture

2009 – 2015 · 6 yrs

Business and IT Strategy & Transformation Leader



## Director of Technology

Apptix

Jul 2001 – Jun 2009 · 8 yrs

Responsible for software development and engineering, data center operations, and customer call center.

## Education



### Northwestern University - Kellogg School of Management

Master of Business Administration (M.B.A.), Management & Strategy, Finance, Marketing, and Entrepreneurship

2006 – 2009



### The American University of Paris

Bachelor of Science, Computer Science

1988 – 1991

### ESME Sudria

Engineering degree in Computer Science, Computer Science

## Skills & endorsements

### Strategy · 34



Endorsed by **Sainath N. and 5 others** who are highly skilled at this



Endorsed by **4 of Charles' colleagues** at IBM

### IT Strategy · 29



Endorsed by **Raj Kumar and 1 other** who is highly skilled at this



Endorsed by **3 of Charles' colleagues** at IBM

### Program Management · 24



Endorsed by **Raj Kumar** and 1 other who is highly skilled at this



Endorsed by 2 of Charles' colleagues at IBM

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## Recommendations

Received (0)

Given (3)

### **Tony Saldana**

Sales Manager at Berman  
Infiniti of Chicago

April 25, 2013, Charles was a  
client of Tony's

Tony is one of the most effective, productive and reliable Sales Manager that I know, regardless of the industry. I had the opportunity to meet Tony when I purchased my first Infiniti and the experience I had was exceptional. Beyond his ability to sell, he has great listening skills and knows how to adapt... [See more](#)

### **Lara Ireland**

Seasoned Sourcing  
Recruiter at SpotOn  
Transact, Inc. (SpotOn) We  
are hiring sales people with  
great earning potential  
using a great technology  
platform!

January 6, 2012, Lara worked  
with Charles in the same group

Lara is a subject matter expert as it relates to managing demand/supply of resources and is also a result oriented person who really takes ownership of her work in order to achieve the required goals. Also, she is courteous and it was a great pleasure to work with Lara and have her as part of o... [See more](#)

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