



Bill Mastin · 3rd

Chief Revenue Officer (CRO) at Topia

Park City, Utah, United States · [Contact info](#)

500+ connections

 Topia

 Louisiana State University

Experience



Chief Revenue Officer (CRO)

Topia · Full-time

Jun 2019 - Present · 2 yrs 10 mos

Greater Salt Lake City Area

Global sales responsibility - New & existing clients

Solution consultant team & enablement



Learning Technologies Group plc

3 yrs 2 mos

Greater Salt Lake City Area



PeopleFluent - EVP global sales, alliances and account mangement

Sep 2018 - Jun 2019 · 10 mos

<https://www.peoplefluent.com/>

Responsible for global sales, account management, renewals, resellers - 85M business



NetDimensions - Senior Vice President global sales, alliances and account management

Apr 2017 - Sep 2018 · 1 yr 6 mos

<https://www.peoplefluent.com/>

Responsible for global sales, account management, renewals, resellers - 23M business



LEO Learning - Managing Director/CEO

May 2016 - Apr 2017 · 1 yr

<https://leolearning.com/>

Responsibility over the LEO Learning North American business.



Picture3.png



Saba Software

2 yrs 11 mos

Greater Salt Lake City Area



VP, Worldwide Professional Services

Sep 2014 - May 2016 · 1 yr 9 mos

Key Contributions:

• Global services sales responsibility. project delivery responsibility, customer sat. - 25M business



VP, North America Professional Services

Jul 2013 - Sep 2014 · 1 yr 3 mos

Key Contributions:

• Led transformation of project methodology from waterfall to agile. Including redefining packaging, offerings and go to market strategy for services.



Director, Consulting

Peoplefluent

Jan 2013 - Jul 2013 · 7 mos

Greater Salt Lake City Area

Director, Managed Services



Saba Software

12 yrs 1 mo

- **Senior Director, Services**

2004 - 2012 · 8 yrs

Greater Salt Lake City Area

Senior Director, Services Sales (2012 to 2013)

Senior Director, Global Services/Cloud Deployment Group (2010 to 2012)

- **Managing Director**

2009 - 2010 · 1 yr

Sydney, Australia

Based in Sydney, owned P&L for Professional Services for APAC region spanning from China to New Zealand. Selected, negotiated with, enabled and managed vendors and partners. Oversight for offshore product development, holding contracted partners to standards for quality. Cultivated and managed client relations, serving as

- **Project Manager & Consultant - THINQ Learning Solutions (Acquired by Saba Software 2005)**

2000 - 2004 · 4 yrs

Greater Atlanta Area

THINQ Learning Solutions (Acquired by Saba Software 2005)

Consultant, Project Management, Sales Support, Domestic and International. Worked with some of the largest global organizations Learning Solutions in the world.

Show all 16 experiences →

Education



Louisiana State University

BA, Sociology

1991 - 1994



Forest Lake Senior High School

1986 - 1989