

ALEXANDER STERLING

Chief Executive Officer • Board Director

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New York, NY

Executive Summary

Distinguished C-suite executive with over 20 years of leadership experience driving multi-billion dollar business transformations, international expansions, and strategic mergers and acquisitions (M&A) across the technology and industrial sectors. Proven track record of spearheading global operations, managing P&L exceeding \$1.2B, and building high-performance executive teams. Expert in corporate governance, public board relations, and driving double-digit growth in complex, volatile global markets.

Core Competencies

- Global P&L Management
- Strategic M&A & JVs
- Digital Transformation
- Corporate Governance
- Enterprise Risk Mgmt
- Capital Raise & Funding
- Executive Leadership
- Scale & Growth Operations
- Public Board Relations

Leadership Experience

CHIEF EXECUTIVE OFFICER

Meridian Enterprise Solutions (Meridex: VES)

2018 – Present
New York, NY

Led global provider of SaaS solutions with \$1.2B+ P&L, 4,500+ employees, and 12 offices worldwide.

- **Revenue Growth:** Accelerated ARR from \$650M to \$1.2B (+84%) over 5 years by transitioning the company to a cloud-first subscription model.
- **M&A Execution:** Strategically acquired and integrated 4 regional software competitors (total transaction value \$420M), capturing 15% additional market share and realizing \$35M in operational synergies.
- **Digital Transformation:** Directed \$250M migration of 85% of the legacy customer base to a secure public cloud infrastructure, decreasing annual customer churn from 12% to 4.2%.
- **Stakeholder Relations:** Managed active relations with the 11-member Board of Directors, institutional investors, and rating agencies; presented quarterly earnings reports to Wall Street analysts.
- **ESG Framework:** Established a comprehensive corporate ESG framework, improving corporate ESG ratings from BB to AA, which attracted \$150M in ESG-focused institutional capital.

PRESIDENT & CHIEF OPERATING OFFICER

Apex Industrial Group (Meridex: AIG)

2012 – 2018
Chicago, IL

Managed operations for a \$800M P&L manufacturing and logistics conglomerate with 3,200+ employees.

- **Operational Efficiency:** Implemented lean manufacturing principles across 14 global facilities, yielding an 18% increase in gross margin and \$60M in annual operational cost reductions.
- **Global Expansion:** Led expansion into the EMEA market, establishing a sales and distribution network that generated \$180M in new revenue within 3 years.
- **Supply Chain Optimization:** Restructured the underperforming global logistics division, improving on-time delivery from 88% to 99.4% while reducing freight costs by 12%.
- **Strategic Planning:** Collaborated closely with the CEO on long-term corporate strategy, capital budgeting, and preparing reports for Board committee reviews.

VICE PRESIDENT & GENERAL MANAGER – CLOUD SERVICES

Global Tech Systems

2006 – 2012

San Jose, CA

Formulated strategy and managed execution for the cloud infrastructure division with \$350M P&L and 800+ employees.

- **Business Scaling:** Grew division revenue from \$80M to \$350M in 5 years, establishing the company as a top-tier partner in the cloud services ecosystem.
- **Hyperscaler Alliances:** Negotiated strategic partnership agreements with major hyperscalers, securing \$120M in long-term contract value.
- **Team Building:** Formed and led a cross-functional organization spanning engineering, product management, sales, and global support.

Board & Advisory Roles

NON-EXECUTIVE DIRECTOR

Zenith Global Holdings (Logistics & Distribution)

2020 – Present

London, UK

- Serve on the Audit and Compensation Committees for a \$2B international logistics firm.
- Advise the executive leadership team on global risk management, executive compensation, and cyber security governance.

ADVISORY BOARD MEMBER

FinTech Horizon Fund (Venture Capital)

2017 – Present

New York, NY

- Provide strategic counsel on market trends, venture investments, and growth scaling for a \$500M early-stage fintech fund.
- Mentored founders of 4 portfolio companies through successful Series B and C funding rounds.

Education & Credentials

MBA	Harvard Business School Master of Business Administration · Emphasis in Finance & General Management	Boston, MA
BSEE	Stanford University Bachelor of Science in Electrical Engineering · Graduated with Honors	Stanford, CA
NACD	National Association of Corporate Directors Board Governance Fellow	Washington, DC