

# TOM HARKER

*GLOBAL VP OF INDIRECT PARTNERSHIPS*



Tom is deeply fascinated by the interconnections (relationships, processes, and policies) that shape our thoughts, actions, and behavior. As a systemic thinker, he strives to interpret the efficiency of individual processes, policies, and personalities within a system while simultaneously tracking their outward influence on/by the system.

With his systemic mindset, Tom is adept at managing the efficiency and performance of a complex channel partner strategy in the context of the firm's overarching business objective. Spanning many countries and cultures (and time zones!), he brings a wealth of experience managing channel sales and operations globally. He brings our offerings to life for this diverse community, ensuring confidence as they incorporate our programs into their individual business strategies. His breadth of global indirect operational experience adds to his appreciation of the wider challenges of running a successful consultancy, and this in turn allows him to engage more comprehensively with strategic partners, which leads to mutual success.

Having a passion for getting to the root of 'why we do what we do', Tom earned a bachelor's degree in psychology from Brigham Young University before pursuing his MFT master's degree from Argosy University. He's since added executive certifications in Channel Partner Management (Miller Heiman, 2016), Distribution Channel Management (Kellogg School of Management, Northwestern University, 2019), and Global Business Management (Salt Lake Community College, 2021).

Together with Joni Wickline, Tom is building the infrastructure, processes, best practices, and tools/resources to support a robust and scalable channel partner strategy that can support our business goals into the future. He is on the operational frontline in evaluating potential partnership opportunities and how they will influence the global system to ensure elevated strategic value.

Tom enjoys pursuing all things 'new'—people, places, hobbies, and things. You'll see this evidenced in his leisure time being occupied in woodworking, welding, 4x4ing, learning French and Spanish, working around the yard, hiking, hunting, fishing, camping, working on cars, riding his motorcycle, playing guitar, traveling, or reading/learning about some new skill. Originally from Canada, Tom, his wife Lesli and their four highly energetic kids (twins Bennett and Penny, 8, Jackie, 5, and Fox, 9 months) call Provo, Utah home.