

# Daniel Talbott

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CG Solutions, COO



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Dan Talbott Chief Operations Officer with CG Solutions an Information Services Company delivering industry leading High Performance Cloud solutions. Responsible for CG Solutions next generation SafeSuite of products and services sales growth and product strategy. Before joining CG Solutions, Dan had a wide and varied past as an executive with some of the world's top technology companies, including Hewlett Packard, IBM, and Electronic Data Systems. Dan is a results-focused leader with a significant record of achievement and demonstrated success in sales and delivery. Dan has personally sold multiple billion-dollar contracts, managed large client relationships of global customers that operate in over 160 countries, and is an experienced employee manager of organizations with thousands of employees. He has the demonstrated ability to develop strong teams by providing leadership, making expectations clear, and treating teams with respect and dignity.

Dan was featured in a Fast Company cover story on Dan's winning Sales Leadership, and was referenced as Best Practice in the "Excellence in Business Communications" 2007 college text book by Prentice-Hall. His areas of expertise include: Strategic Market Positioning; Solution Selling Strategies; International Business; Multibillion-Dollar Negotiations; Territory Growth/Development; Mergers & Acquisitions; Key Client Retention; Organizational Leadership; and Relationship Building. Having worked all over the world, Dan looks forward to new opportunities as COO with CG Solutions and its partners. Dan currently serves on the Board of CG Solutions and CoreTech.

Dan is very active in cyber security as an active member of the Cyber Future Foundation, InfaGard, ASIS International, Cloud Security Alliance, Cloud Hosting & Service Providers; North Texas Crime Commission Cyber Security Committee; North Texas Internet of Things forum and is working with CG Solutions and CoreTech to develop the next generation of security for individuals and enterprise users.