

JOHN R. YAGER

TECHNOLOGY, STRATEGY & BUSINESS LEADERSHIP | BOARD CANDIDATE

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BOARD-LEVEL LEADERSHIP PROFILE

Technology and business leader with extensive experience in strategic business development, software and hardware engineering, executive-level stakeholder engagement, and organizational performance within a global technology enterprise. Demonstrated ability to identify business opportunities, translate complex technical challenges into actionable solutions, build high-performing teams, and develop systems that improve operational effectiveness and executive reporting.

Entrepreneurial experience includes founding a technology venture and co-founding a nonprofit organization delivering therapeutic movement services to senior citizens and individuals affected by neurological disorders. Brings technology expertise, commercial perspective, operational problem-solving, and mission-oriented leadership to board and advisory roles.

CORE BOARD CONTRIBUTIONS

- **Strategy & Business Development:** Identifying growth opportunities, aligning partner solutions with corporate objectives, and executing strategic initiatives.
- **Technology & Innovation:** Evaluating software, hardware, cloud computing, and emerging technology opportunities from business and technical perspectives.
- **Operational Effectiveness:** Developing systems for performance tracking, reporting, productivity, and executive decision support.
- **Leadership & Talent Development:** Building and leading technical teams; aligning people, resources, and execution.
- **Financial & Resource Management:** Managing development budgets and expenses and contributing to initiatives with significant revenue and profit impact.
- **Partnerships & Stakeholder Engagement:** Building relationships with senior executives, technology partners, OEMs, developers, and cross-functional teams.
- **Nonprofit & Mission-Driven Leadership:** Co-founding and leading a nonprofit focused on therapeutic services and community impact.

PROFESSIONAL EXPERIENCE

Founder / Lead Technologist | YagerSoft | 2017–2020

Founded and developed a technology venture, independently building a full-stack web application and establishing the technical foundation for a digital product.

- Delivered the initial version of BassSavvy.com in November 2018.
- Developed application capabilities using JavaScript, jQuery, AJAX, Node.js, and MongoDB.
- Used cloud infrastructure including Heroku and AWS, alongside modern development and code-management tools.
- Explored React Native development in preparation for mobile application expansion.

Cloud Advisor | IBM Corporation | 2015–2016

Represented IBM cloud computing initiatives across the southeastern United States, engaging developers, startups, universities, and businesses to advance cloud adoption and ecosystem development.

- Helped IBM achieve its corporate goal of registering one million developers for Cloud Platform as a Service through events, meetups, university hackathons, and ecosystem engagement.
- Led North American achievement of a goal to register 10,000 Java developers for Cloud PaaS, building relationships with eight teams across eight cities.
- Identified a gap in partner-engagement tracking and developed a CRM solution for organizational operations and executive reporting.
- Earned Cloud Advisor Certification among the early participants in the program.

Business Development Manager | IBM Corporation | 2000–2015

Led technical marketing, strategic partner development, and business initiatives across IBM's middleware software and hardware portfolios. Worked with partners across government, education, telecommunications, healthcare, travel, and transportation.

- Connected partner business needs with IBM technology capabilities, identifying gaps and enabling solutions to become market-ready.
- Took leadership of an underperforming worldwide initiative during the second quarter and drove it to exceed established targets through technical learning, targeted account engagement, teaming agreements, and toolkit enablement.

- Designed a flexible database solution to track account engagement and improve productivity. Adopted by the internal tools group, it remained in use after 15 years and supported divisional reporting to senior executive management.
- Received a stock option award in recognition of the tracking-system innovation.
- Named to the IBM 100 Percent Club for top performance.

PROFESSIONAL EXPERIENCE (CONTINUED)

Development Manager, Networking Hardware | IBM Corporation | 1997–2000

Led, mentored, and managed a team of 10 software engineers developing device drivers for networking hardware products. Directed requirements, development planning, execution, budgeting, and expense management.

- Served as a subject-matter expert for products generating approximately \$900 million in annual revenue and \$600 million in annual profit.
- Worked with senior management on product requirements, schedules, resources, and development priorities.
- Served as liaison with Microsoft and Novell, coordinating requirements and resolving development issues.
- Supported OEM technical sales and program management involving Dell, Compaq, and Gateway, contributing to activities generating more than \$15 million in OEM revenue.

NONPROFIT & COMMUNITY LEADERSHIP

Co-Founder / Executive Director | Stave Movement Foundation | Apex, NC | 2012–2015

Co-founded and led a 501(c)(3) nonprofit providing therapeutic movement services for senior citizens and individuals affected by neurological disorders, including Parkinson's and Alzheimer's diseases.

- Helped establish and lead a mission-driven organization focused on therapeutic services and community benefit.
- Combined entrepreneurial initiative with organizational leadership in the nonprofit sector.

ADDITIONAL LEADERSHIP EXPERIENCE

Development management • Project management • Software architecture • Technical advising • Programming • Team leadership • Entrepreneurship • C-level customer and partner management • Presales technology • Delivery consulting

EDUCATION

Bachelor of Science, Computer Science

Indiana University, Bloomington, Indiana