

Jason D. Floyd

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[LinkedIn](#) • Kansas City, MO

Operations, Sales, & SaaS Technology Executive

www.floydhospitality.com

Summary

Sharp-minded, forward-looking senior professional with robust history of success spanning leadership in private sector and military service. Adept in overseeing global operations, projects, and teams with focus on meeting and surpassing performance targets. Special expertise in SaaS and cloud-based solutions with invaluable knowledge of product design, deployment, and management. Unmatched strengths in cultivating and maintaining internal/external relationships through management of expectations and alignment of shared objectives.

- Executive-Level Leadership
 - Leading-Edge Software Solutions
 - Project Planning & Oversight
 - SaaS Solution Sales
 - Skilled Contract Negotiator
 - Strategic Planning Processes
 - Agile Development Methods
 - Cloud Delivery Platforms
 - Sustainable Revenue Growth
 - Services Delivery Expertise
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Experience

Floyd Hospitality Resources, Kansas City, MO

2022 to Present

Principal Consultant

Engage expertise while serving as technology and operations consultant for clients in hospitality industry, leading end-to-end engagements from initial needs assessment to provision of recommendations for improved technology integration and strategic business management.

- Executed projects to better position commercial clients for utilization of technology solutions to enhance site management, business planning, and marketing operations.
- Partnered with hotel companies to deploy Infor ERP & HR solutions, guiding projects across multiple stages to include solution selection, implementation, testing, and training.

Infor Global Solutions, Remote

2012 to 2022

Senior Vice President | General Manager, Hospitality Independent Business Unit, 2017 to 2022

Owned results for company's hospitality business unit, overseeing all aspects of design, delivery, sales, marketing, and logistics for cloud-based technology solutions meeting customers' needs across hotel, restaurant, and food service management industries. Maintained accountability for a large P&L and 700+ employees across 16 countries.

- Spurred year-over-year growth in sales and market share, achieving 30% increase in revenues in 2022 alone alongside 17% improvement in solution suite functionality.
- Navigated three acquisitions of hospitality technology companies to foster strategic business growth objectives, including revenue management, point-of-sale, and sales and event marketing companies.

- Optimized processes and policies in warehouse logistics to elevate management of \$3M in point-of-sale solution inventories.
- Experience working with diverse customers in the hospitality, university, healthcare, tribal, and government sectors.
- Hand selected to receive Circle of Excellence awards in 2019 and 2021 in recognition of outstanding leadership and management competencies.

Vice President of Products | Chief of Staff, Hospitality Independent Business Unit, 2012 to 2017

Delivered multifaceted executive leadership, providing strategic direction to business unit in areas of sales, professional services, and support while also overseeing cross-functional staff. Ensured alignment of sales design, engineering, and demo teams to promote consistent brand vision and highlight value-add of innovative solutions. Maintained relationships with channel, service delivery, and industry integration partners to promote business unit success.

- Entrusted to serve as second-in-command of mission-critical business unit, acting as direct advisor to Head of Division on global business operations and go-to-market strategies.
- Played pivotal role in design of one of hospitality industry's first and earliest cloud and subscription-based hotel property management systems, effectively directing product management and design teams.
- Honored with company's Circle of Excellence Award in 2015 for pivotal role in driving growth and success of business unit.

Select Additional Experience

Product Management & Sales Executive, Agilysys & Visual One Systems, Remote

Rooms Division Manager, Kimpton Hotels & Resorts, San Francisco, CA

Sergeant, U.S. Army | Army Reserve, Fort Riley, KS

Partner, Floyd Cattle Company, Sedan, KS

Education

Kansas State University, Manhattan, KS

Bachelor of Science, Business Administration

Hotel, Restaurant, & Institution Management Focus

U.S. Army Quartermaster Logistics School, Fort Lee, VA

Quartermaster School

Technical

Cloud Computing | Accounting ERP Systems | Point-of-Sale Systems | Property Management Systems | Infor Solutions | Amazon AWS Platforms | Sales & Event Management Systems | Call Center Solutions | Human Capital Systems | Agilysys Solutions