

# Kent Kubie Individual Bio

Kent Kubie, currently residing in Georgetown, TX, is a distinguished figure in the technology and security industry, with an impressive career spanning over 35 years in Sales and Marketing. Beyond his professional commitments, he is deeply engaged in community service, devoting significant time to children's ministry, youth sports coaching, and martial arts instruction.



## Professional Journey

As the Vice President of Sales and Marketing in the fast-paced world of security and technology, he exhibits a remarkable track record. His role demonstrates a deep reservoir of experience acquired over the years, highlighting a dedication to superiority and innovation.

Significant accomplishments and honors mark his professional path. Key highlights include receiving the IBM Channel Rep of the Year award 1992, being named Lotus Development Channel Rookie of the Year in 1997, and earning the esteemed Lotus Superhuman award in 1998. He has also been recognized with multiple IBM 100% Club memberships (1999, 2004, 2007, 2013, 2014), showcasing his consistent performance. In 2019, he was chosen as Nutanix Sales Class President.

## Academic Background

He brings a robust educational background to his career, holding a degree in Accounting and Marketing from Dana College. Further enhancing his qualifications, he completed an Executive MBA from IBM, evidencing his commitment to continual learning and development.

## Involvement in Charity

His dedication to community involvement extends beyond the corporate sphere. He is notably active in youth Sunday School, reflecting his commitment to guiding the next generation. His enthusiasm for teaching spans various areas, as he has also devoted time to coaching youth sports, including baseball, football, basketball, and Lacrosse. His engagement in these activities highlights his belief in the importance of mentorship and community involvement.



## Areas of Expertise and Hobbies

Kent Kubie's expertise covers a broad spectrum, from corporate management to sports coaching. Focused on life coaching and leadership, he offers valuable perspectives in both professional and youth environments, underscoring the significance of mentorship and personal growth.

His interests showcase a variety of pursuits. A keen advocate for fitness and holistic well-being, he has been passionate about motocross since the age of nine, a hobby that has become intertwined with his philanthropic efforts. Additionally, he enjoys woodworking, finding it a source of relaxation and creativity.

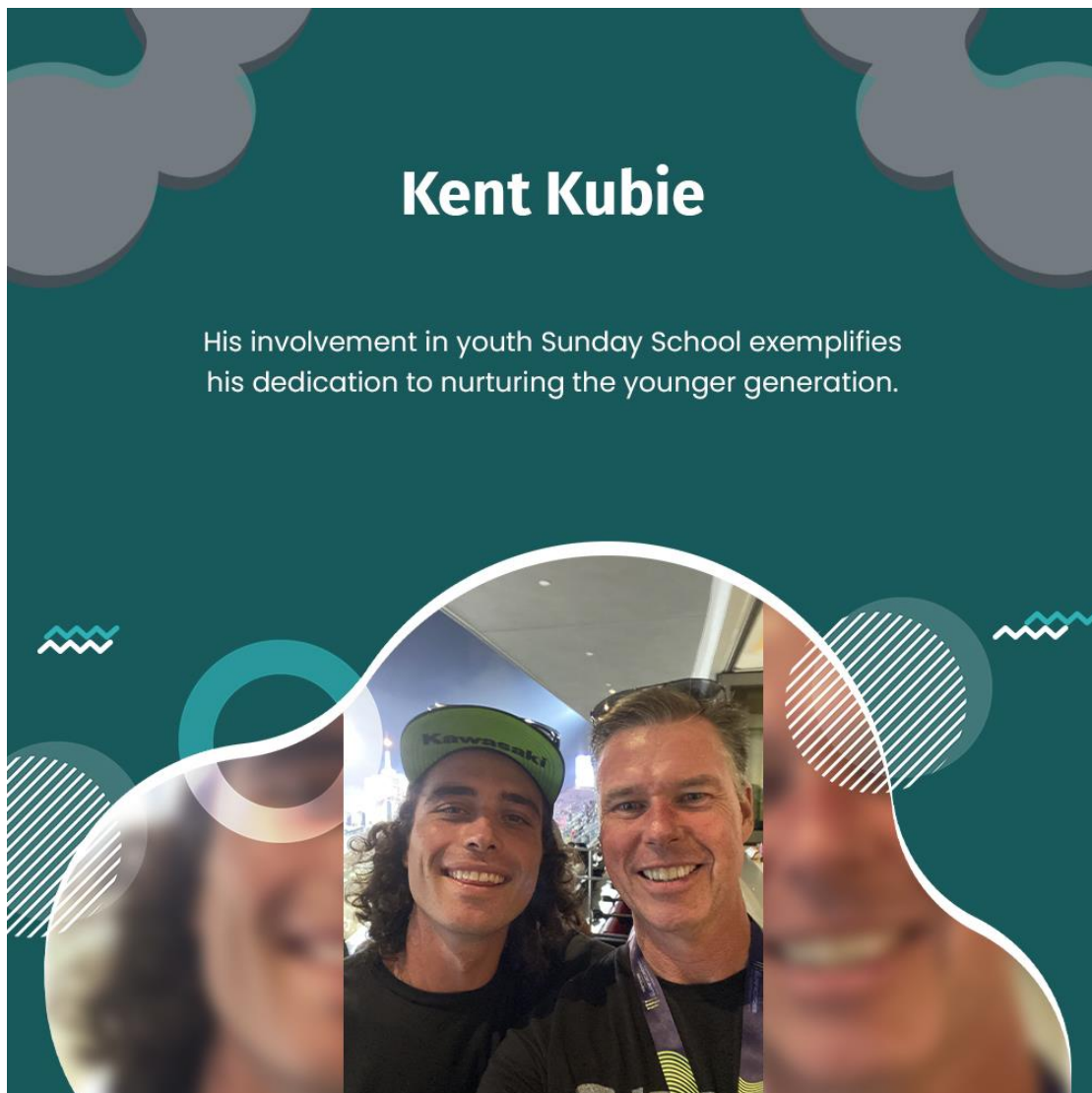
## Motocross and Philanthropy

His journey with motocross dates back to 1974, when he first attended a professional race as a spectator. The following year, he began racing, achieving regional championships before prioritizing college in 1983. Presently, he plans to establish a motocross training facility in Tennessee, aiming to introduce young riders and their families to the sport, focusing on those facing financial challenges.

## Building Bridges through Youth Sports

His philanthropic endeavors extend beyond structured activities. His involvement in coaching youth sports and the planned motocross training facility represents his aspiration to create opportunities for children from diverse backgrounds, highlighting the transformative power of sports in their lives.

Professional success, community service, and personal interests form a vibrant narrative in Kent Kubie Austin's multifaceted life. From corporate offices to motocross tracks, his journey is characterized by leadership, mentorship, and a profound impact on the lives of others. As he continues to explore the worlds of sales, coaching, and philanthropy, he stands as a testament to how diverse skills and passions can merge to forge a meaningful and impactful existence.



# Kent Kubie

VP of Sales and Marketing (Security & Technolgy)

Georgetown, TX, USA

[be.net/kentkubie](https://be.net/kentkubie)

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## WORK EXPERIENCE

### **Go To Market Edge**

Sr. Partner - Go to Market Edge

Responsible for sales and marketing execution.

January 2021 - Present | Austin, Texas, United States

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### **Sentry Kiosk™**

VP of Sales and Marketing

January 2021 - February 2022 | United States

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### **Sentry**

Sales Leader

January 2021 - January 2021 | Austin, Texas, United States

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### **SK.Inc**

VP of Sales

January 2021 - January 2021 | United States

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### **Nutanix**

Enterprise Account Manager

February 2019 - January 2021 | Austin, Texas, United States

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### **IBM Corporation**

Software Client Leader

March 2013 - January 2021 | United States

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## **All Blue Solutions Inc.**

### **Cognitive Solutions Executive**

After spending the past 26 years at IBM, I am excited to join another superb team with All Blue Solutions, a Platinum Business Partner, as a Cognitive Solutions Executive. My new position will allow me to develop close relationships with clients and provide them with exceptional service by leveraging my 28 years of sales experience and the unique solutions that All Blue offers. I knew from the beginning that All Blue Solutions' inviting culture was a perfect fit, and I look forward to developing new friendships with coworkers and clients alike.

I'm forever grateful to IBM for a rewarding career working with world-class professionals I'll consider as lifelong friends. Working with top-notch offerings from IBM for nearly three decades was a privilege and an honor. I have seen many changes in my career and am looking forward to seeing many more as technology takes the front seat for exponential changes in the industry.

January 2018 - February 2019 | Austin, Texas, United States

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## **Computer Sciences Corporation**

### **Client Partner**

August 2010 - March 2013 | United States

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## **IBM**

### **Client Executive & Sales Leader**

June 1989 - August 2010 | United States

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## **Lotus Consulting**

### **IBM/Lotus**

Provided leadership to sales teams by using my expertise in the partner ecosystem to drive sales. Utilized my skills to establish value propositions to enhance business partner revenue and consulting resource utilization.

January 1992 - August 2010 | United States

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## **ATA**

### **3rd Degree**

American TaeKwonDo Association Certified instructor. Established workout routines and class plans. Mentored students to stay focused on their training and helped them establish goals to achieve their martial arts goals.

1989 - 2010 | United States

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## **EDUCATION**

### **Dana College**

BS, Accounting/Marketing

1987 - 1991 | United States

**LANGUAGES**

**English (Native)**

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**SKILLS**

**Account Management, Business Development, CRM, Management Consulting, Sales Management, Software Industry, Strategy, Team Leadership**

