

## **Randal J. Hujar – Biography**

Randal Hujar is an entrepreneur, growth hacker, sales, marketing & e-commerce trailblazer, and market visionary. A passionate leader that has brought over a hundred groundbreaking consumer electronics and software products to market. Mr. Hujar is an insightful and experienced guide for all companies from start-ups to Fortune 500 to navigate the constantly changing brick-and-mortar retail, online retail, and enterprise (B2B) sales channels to achieve high-velocity sales without sacrificing pricing, profitability, and brand. Randy has built several organizations from the ground up within large Fortune 500 companies and has taken a start-up from inception to public offering. Noted for achieving spectacular results in turning around underperforming companies, divisions, and product lines through innovative multi-channel integrated sales & marketing programs, acquisitions, and business development strategies. Industry expertise: Consumer Electronics and Software, Software-as-a-Service (SaaS), B2B Software and hardware solutions. Mr. Hujar offers deep experience and strengths in the areas of merger and acquisitions (M&A), joint ventures and alliances, strategic planning and business planning, profit and loss (P&L) management and reporting, strategic marketing, sales organization optimization, new business development and profitability improvement. Strong international experience and understanding of markets throughout North America, Latin America, Europe, and Asia.

Randy Hujar holds is Bachelor of Science in Marketing and Finance from the University of Santa Clara, and has completed post-graduate work at the University of Vienna in International Business and Law. He is fluent in Spanish and understands French and German. Technically proficient and a former programmer. A former member of Mensa.