

MICHAEL MULKEY

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INTEGRAL COACHING

Professional development coach with a proven track record of helping individuals integrate work and life in Silicon Valley with leading technology companies (Oracle, Sun Microsystems, Siemens & IBM)

- **Leadership Coaching**
- **Mentoring**
- **Mindfulness Training**
- **Life Coaching**
- **Health/Fitness Training**
- **Seminars and Speaking**

PROFESSIONAL EXPERIENCE

New Ventures West Integral Coach®, Mountain View, CA

2017 – present

Certified Integral Coach

Certified professional development coach specializing in helping individuals balance the demands of work with the daily requirements of life to avoid the breakdown that is so costly to all who are involved. I follow the New Ventures West integral process of assessing the individual and designing a program that provides freedom in their being so they can achieve long-term excellence with the ability to self-correct along the way.

ORACLE CORPORATION, Santa Clara, CA

2010 – 2017

Partner Marketing Manager, Oracle Cloud Applications Engineering (CAE)

Defined and executed on Oracle's systems marketing strategy with their top tier enterprise partners: Intel, Amdocs, BMC, EMC, HP, Huawei, IBM, Infosys, SAP, SAS, Siemens, Software AG, Symantec, TCS, TIBCO.

- Engaged with key marketing and engineering contacts at Oracle's top 25 partners to jointly design and deliver marketing campaigns that translated the technical details of the solution into customer value in support of Oracle's \$1B hardware systems business (FY).
- Created and evangelized marketing content for Oracle's partner community (and Oracle customers) via blogs (15/year), solution briefs (2/year), webinars (4/year), social media campaigns (ongoing), community calls (4/year), newsletters (12/year), and videos (6/year).

SUN MICROSYSTEMS, INC, Menlo Park, CA

Strategic Marketing Manager, Alliances Manager, Sales Operations Manager **1999 – 2010**

- Held a variety of senior-level marketing and sales management positions to drive Sun Microsystems into a leadership position in the server and software infrastructure industry. Directed a strategic sales operation plan for start-up global software division of 20 employees, closing \$27M in first 6 months. Led a business team of 14 executives in strategic goals and planning initiatives for Sun's CMO.

EDUCATION / PROFESSIONAL DEVELOPMENT

New Ventures West Integral Coach®, New Ventures West, San Francisco, CA

Master of Science (MS), Telecommunications Management,
Golden Gate University, Los Angeles, CA

Bachelor of Science (BS), Recreation Business Management,
University of Utah, Salt Lake City, UT, (Honors)