

Shane Long

CEO at deverus

Dallas/Fort Worth Area, TX, US

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Biography

Dynamic sales, marketing and general management executive with 20+ years of experience in the wireless, semiconductor and SaaS industries. Expertise in strategic planning, organizational leadership, and project management with a history of success in new technology launches. An engineering background with a strong grasp of technology and the ability to capitalize on innovations by understanding market demands and customer expectations. I have managed global revenues exceeding \$400M annually with full P&L responsibility. Also have worked closely in earlier positions with venture capital and private equity firms having raised multiple rounds of funding, helped orchestrate an IPO, and assisted in the sales of three successful technology companies with one for over \$150M. Specialties: Business Development ? Market Expansion ? Organizational Efficiency ? Industry Analysis ? Technology Marketing ? Finance Management ? Partner Relations ? International Business

Availability

Keynote, Panelist

Industry Expertise

Information Technology and Services, Human Resources, Computer Software

Areas of Expertise

Background Screening Technology, Technology Standards in Hr, Compliance & Efficiency in Background Screening

Event Appearances

Compliance Increases Efficiency in the Background Screening Industry
NAPBS 2013 Mid-Year Legislative Conference

Education

Texas A&M University
B.S. Engineering

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