

JOHN P. MCCARTAN

Enterprise Growth & Transformation Executive

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EXECUTIVE PROFILE

Dual-threat technology executive — three decades of P&L leadership, market expansion, and team building paired with deep technology fluency including the latest in GenAI, Copilot, and agentic capabilities. Currently advising Fortune 500 leaders at Microsoft on AI-enabled transformation, drawing on a track record of scaling Quilogy from \$7M to \$40M, owning a \$20M+ multi-state P&L at Sogeti / Capgemini, and launching new markets from scratch. Equally comfortable in a CFO ROI conversation and a live agent demo.

SIGNATURE OUTCOMES

GROWTH BUILT	P&L OWNED	TEAMS LED	MARKETS LAUNCHED
\$7M → \$40M	\$20M+	150+	\$0 → \$3.5M

EXECUTIVE CAPABILITIES

Growth & P&L Leadership • AI & Digital Transformation • Market Expansion • Executive Client Engagement • Turn-around & Start-up • High-Performing Team Building • Solution Sales Leadership • Strategic Planning

SELECTED LEADERSHIP EXPERIENCE

Microsoft Corporation — Sr Enterprise AI Business Process Solution Specialist • Redmond, WA • Jan 2022 – Present

Trusted advisor to enterprise CXOs on AI-enabled transformation across strategic accounts; orchestrate cross-functional Microsoft, partner, and customer teams to translate emerging GenAI capability into ROI-grounded business cases.

- **American Airlines:** Stood up multiple Copilot AI agents across compliance, Q&A, marketing, and investor relations; Cargo compliance agent helps avoid potential \$10K-per-shipment regulatory fines; office hours sessions reaching 100+ attendees.
- **Goodyear:** Led \$363K Power Automate competitive displacement of legacy RPA — published Microsoft Win Wire and SAP-connector foothold.
- **Enterprise Mobility / FedEx:** Catalyzed \$700K+ Fleet Management data initiative; delivered FedEx executive briefing yielding 8 follow-on AI marketing initiatives including a 'Brand Copilot' agent.

Sogeti, Part of Capgemini — Vice President, Iowa & Nebraska • Des Moines, IA • 2018 – 2022

Owned \$20M+ multi-state P&L for the Capgemini-owned global engineering services brand. Led 150-person consulting practice and 5-person business-development team across Cloud, Cybersecurity, Digital Manufacturing, and QA.

Quilogy — Six progressive executive roles • St. Charles, MO / Nashville, TN / Des Moines, IA • 1996 – 2006

Helped scale Quilogy \$7M → \$40M over a decade, reporting directly to the CEO for 9 of 10 years. Launched Nashville office \$0 → \$3.5M (1 to 28 employees in 17 months); reversed negative growth at flagship \$9.5M, 50-consultant St. Louis practice; delivered 33% of firm profit FY 2005 as VP CRM/ERP National Practice; led \$40M sales budget across 12 locations as VP Sales & Marketing. Microsoft Partner Advisory Council member.

Earlier Leadership (1992 – 2016) —

VP of Innovation — Health Outcomes Sciences (precision medicine SaaS; ePRISM® launch to 10+ marquee U.S. healthcare facilities) • Director, Cloud Integration Services — LightEdge Solutions (AWS/Azure/GCP integration with private cloud) • President — ThisSpace, Inc. • Director, Microsoft Practice — Sogeti USA • Director, Professional Services Central US — MicroStrategy (33% YoY services growth, 35%+ GM) • Director, Professional Services — Hershey Systems • Sr Account Manager / Principal Consultant — Pcube • Consultant — McGladrey & Pullen • Systems Analyst — The Principal Financial Group (Fortune 100; mainframe-to-PC underwriting analytics).

EDUCATION & CREDENTIALS

MBA, Washington University Olin Business School (Executive MBA, 2006; Global Tycoon Strategy Winner) • **Executive Leadership Residency**, Fudan University, Shanghai (Doing Business in China, 2006) • **BS, Business Administration & Computer Science** (Double Major, Summa Cum Laude), Morningside College (1992) • **13 active certifications** including Microsoft AI Transformation Leader, AI Business Professional, Power Platform, Azure, Dynamics 365, AWS, SAFe.

“He played a significant role in Quilogy's success over the past 10 years.” — Randy Schilling, President & CEO, Quilogy