



*Marc Purcell*

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Marc Purcell is the IBM Account Executive for Business Services to DoD Combatant Commands, the Missile Defense Agency, and the Defense Manpower Data Center in Monterey, CA. He is responsible for coordinating all business development activities, strategic account planning, and business capture. Manages IBM's project delivery efforts and ensures customer satisfaction. Responsible for account P&L and revenue growth.

#### Professional Experience

Marc has spent eight years with IBM, moving from supply chain consulting to business development, and to his current account management role. He joined IBM following a career in the United States Navy, where he filled increasingly challenging leadership and management positions in Naval Aviation, Personnel Management, and Joint commands, retiring as a Rear Admiral in October 2006.

At IBM, Marc has worked with a broad range of clients and business partners at both the Federal and State level, and has successfully managed IBM business development, bid capture, proposal submission, account relationships, and strategic partnering. In January of 2012, he assumed his current responsibilities as an IBM DOD account lead.

A graduate of the US Naval Academy, with Masters Degrees from the University of Southern California and the Naval War College in Newport, RI., he also completed executive business programs at the Kenan-Flager Business School at the University of North Carolina and the Haas Business School at the University of California, Berkeley, as well as executive leadership training at the Center for Creative Leadership.

Marc and his wife Betsy currently reside in the Saint Louis metropolitan area.