



Korey S. Mercier

Fractional COO/CIO | Advisor

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Schedule a meeting

WHO I AM







Senior technology executive and operations leader with over 25 years of experience in:

- Driving global corporate strategy and digital transformation to fuel business growth
- Engineering and leading all aspects of the product development lifecycle
- Recruiting and developing high-performing teams of talented professionals
- Designing and building scalable solutions to complex business problems
- Promoting a community atmosphere that fosters innovation and entrepreneurship

CREDENTIALS

-  **MASTER OF BUSINESS ADMIN (MBA)**
Virginia Tech, Pamplin College of Business
-  **BACHELOR OF COMPUTER SCIENCE**
Virginia Tech, Blacksburg, Virginia
-  **ISO/IEC 27001:2013 LEAD AUDITOR**
BSI Group, Information Security Management
-  **NEGOTIATION PROFESSIONAL**
American Negotiation Institute

AFFILIATIONS

-  **SAGE ADVISOR – INNOSPHERE VENTURES**
Social and Advisory Group for Entrepreneurs
-  **FRACTIONALS UNITED**
-  **ROANOKE-BLACKSBURG TECHNOLOGY COUNCIL (RBTC)**
-  **BLACKSBURG ELECTRONIC VILLAGE**
Board Member, Past (BEV)
-  **MESSAGING, MALWARE, AND MOBILE ANTI-ABUSE WORKING GROUP**
Presenter at 23rd M³AAWG Meeting
-  **BOY SCOUTS OF AMERICA (BSA)**
Troop Committee Chair, Scoutmaster, Wood Badge Adult Leadership Instructor

WHO I HELP

Startups and small businesses with roughly \$1M to \$10M in annualized revenue (usually series B or C) and 13-130 employees:

- Technology companies making a mark in their respective industries
- Startups looking to adopt compliance-based business operations
- Small businesses undergoing comprehensive digital transformation
- Professional service firms looking to modernize their operations
- SaaS/laaS companies (B2B or B2C) lacking in Product expertise
- Organizations looking to improve their corporate culture or security
- Industry-agnostic with experience in companies supporting energy, environment, technology, mental health, youth, or human services

“ In all of Korey's interactions, he speaks like an educator, and his thoughtful consideration of issues engages others and fosters a collaborative team environment. ”

Director of Engineering, Rackspace

WHAT I DELIVER

- Strategic Mentorship & Coaching
- Building High-Performing Teams
- Promoting Stakeholder Engagement
- Enterprise Systems Integration
- Customer Experience Advocate
- Adopting Emerging Technologies
- Digital Transformation
- Change Management
- Process Optimization
- Product Development
- Conflict Resolution
- Agile Methodologies

“ Korey's love of architecture, security, and brilliant problem solving brought about solutions that benefitted multiple aspects of our business. ”

Founder, Ever Generate

HOW MAY I SERVE

- Chief Operations, Information, or Technology Officer
- Head of Information Technology and Security Operations
- Chief Systems Architect and Senior Technology Strategist
- Director of Facilities, Safety, Security, and Corporate Culture
- Senior Engineering and Product Operations Manager
- Board Member, Startup Advisor, Executive Coach

“ Korey was brought in to not only build an IT team but support an entire organization going through rapid growth across the board. He was successful in both endeavors. I appreciated his attitude and passion for a positive work environment for his team and its members. If I was starting a new business Korey would be one of my first calls. ”

COO, Torc Robotics

“ Take care of your employees... ..and they'll take care of your business. ”



Richard Branson, Virgin Group