



Business Development & Sales Leadership SIG

TOPIC: IN THE MIND OF THE CIO

Agenda

- What is the role of a CIO?
- How do you build a relationship with a CIO to become a trusted advisor?
- How is the CIO measured and paid?
- What are the major concerns of CIO's?
- What are your next steps?

SPEAKER: Mr. Barnier is a widely recognized Management, Information Technology and Executive Business consultant focused on strengthening the results that businesses achieve from their investments in and application of Information Technology.

In his 35 year career, Mr. Barnier has worked in various leadership positions in executive sales, business consulting, senior management coaching, project management and CIO working for companies at IBM, CA Digital Equipment, ECOS Electronics, Phoenix Acquisitions, and coaching senior management at Tellabs, Motorola, Blue Cross Blue Shield, JP Morgan Chase, Avon, Microsoft, Accenture, etc, etc. Mr. Barnier holds the position of Chairman and CMO for the Barnier Group, LLC a business management consulting firm. Mr. Barnier was also selected to be on Mayor Daley's Council of Technology Advisors, 45 of Chicagoland's "thought" leaders; is the Chairman/SIG Liasion Board Chair for the Chicago chapters of AITP and Chairs the CEO/CIO focus group; is a member of the Executives Club of Chicago Technology Advisory Committee and sits on the Board of Directors of the Metropolitan Club of Chicago. He has several white papers and articles published and is a sought after speaker to businesses and associations.

GOAL OF BUSINESS DEVELOPMENT AND SALES LEADERSHIP SIG

- To provide leadership, education, collaboration, and networking opportunities to the IT sales profession, vendors, as well as the IT business and technical community who may also have an interest in additional professional development.
- To build the value of the IT sales profession, and vendor community to the industry.

DATE: TUESDAY, APRIL 7 2009- **RSVP:** BY APRIL 3RD

TIME: 8 am Networking & Continental Breakfast –
8:30-10:00am Discussion

COST: FREE for practitioners

AUDIENCE: Business Development Professionals & Sales Leadership Executives.

LOCATION: **HOST:** Charles Melidosian CIO at Baird & Warner
120 S. LaSalle St, Suite 2000
CHICAGO, IL. 60603

CHAIR OF SIG: PETER KIPPES AT HEGEMONY CONSULTING GROUP,
INFORMATION OR RSVP BY APRIL 3RD TO: pkippes@hegemony.com

Are you an AITP Member? Join at www.aitpchicago.com

Goals

To provide leadership, education, collaboration, and networking opportunities to the IT sales profession, vendors, as well as the IT business and technical community who may also have an interest in additional professional development. To build the value of the IT sales profession, and vendor community to the industry.

Individuals who may find participation in this community of practice of particular value are those with an interest in sales, business development, consulting, leadership, industry trends, and personal productivity tools. Additionally, skill enhancement in the areas of sales (for internal and external use) negotiation and management will also be included. Although members of the vendor community (software, consulting, services, and hardware products) would be natural participants, all members of AITP are welcome to participate.

Presenters at these meetings have been leaders in the community (CIO's, CFO, CEO/Presidents and other senior business/ IT leaders).

The Chair of this SIG Group is:
- Pete Kippes

-
Committee members are:
Annika Advaney;

Sponsor: Rich Barnier - AITP

PLEASE CHECK OUT OUR
WEB SITE AT:
www.AITPChicago.com