

John Tabear

TechCXO Partner - Product & Technology



CONTACT DETAILS

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RELEVANT EXPERIENCE

John Tabear is an expert advisor in **digital strategy**, product management, innovation, **digital transformation** initiatives and **optimizing recurring revenue & margin**. He serves clients as an interim / fractional Chief Product Executive and Digital Board Advisor.

With a distinguished career as an executive in Product Management, Product Strategy & Execution, Customer Success and Customer Acquisition & Growth at multiple organizations, John is passionate about catalyzing transformative business outcomes.

Among his many career highlights, John has served as **Head of Product Management, Strategy & Marketing for Digital Banking and Business Solutions at Bottomline Technologies**. He has also served as **founder and COO of clip-lab**, a provider of innovative data-driven video solutions for the retail automotive industry. John has held senior leadership positions with **BladeLogic, BMC Software, Hewlett Packard, Novadigm, ivanti and DataSynapse**.

John is in his element at the intersection of business and technology, successfully navigating his clients through waves of disruption, including:

- Exploiting new business models
- Introducing and enhancing digital services
- Competing with innovative technologies

EDUCATION

Imperial College (London), Executive MBA, Innovation, Entrepreneurship & Service Design
Cranfield University (UK), Bachelor of Engineering Honors Degree in Information Technology

PERSONAL STATEMENT

It has been my honor to have led and advised more than 250 digital transformations, ranging from start ups, to growth stage and multi-nationals across diverse industries. My focus is to deliver measurable outcomes for my clients when they strive to:

- Transform product strategy to grow recurring revenue
- Exploit new technologies to drive competitive advantage
- Build new teams or re-energize existing teams
- Plan for and deliver digital transformations
- Enter adjacent markets or geographies
- Acquire companies or be acquired
- Facilitate innovation & creativity
- Enhance customer experience
- Reduce churn

PRACTICE FOCUS

STRATEGY

- Business Planning
- Competitive Assessment
- Digital Innovation Strategy
- Customer Experience Strategy
- Distribution & Channel Strategy
- Market Analysis
- Pricing Strategy
- Product / Service Market Fit & Mapping

PRODUCT & TECHNOLOGY

- Interim / Fractional Chief Product Executive
- Digital Board Advisor
- Technology Due Diligence
- Technology and Development Process Assessment
- Turnaround
- Product Strategy and Execution
- Product and Portfolio Management
- Requirements and User Stories
- Agile Methodologies & Coaching
- Product & Service Launch Plans

SECTOR EXPERIENCE

COMMERCIAL SERVICES

- BPO/Outsourcing Services
- Consulting Services

CONSUMER PRODUCTS & SERVICES

- Apparel & Accessories
- Consumer Electronics
- Recreational Goods
- Broadcasting, Radio & TV
- Retail

INFORMATION SERVICES

COMMUNICATIONS & SOFTWARE

- IT Consulting
- Application Software
- Fin Tech
- Big Data
- Automation / Business Productivity
- Financial Software
- SaaS