

# EXECUTIVE BIO

In an era where artificial intelligence is reshaping every revenue function, Chris D. Sham operates as both Chief Revenue Officer and VP of Sales for early-stage and growth-stage AI and SaaS companies, building revenue engines from zero. He designs and scales end-to-end systems that connect product, marketing, sales, and customer success, turning fragmented motions into a single high-output machine. Whether accelerating a company already in motion, commercializing an innovation that has yet to find its market, scaling a team through a critical growth phase, or repositioning a platform for acquisition, his mandate is always the same: diagnose the constraint, build the infrastructure, and execute until the numbers move. His career is not a series of steady progressions; it is a portfolio of transformations and accelerations, each one more demanding than the last.

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CHRIS D. SHAM

## THE OPERATOR YOU CALL WHEN GROWTH DEMANDS ACCELERATION

The experience gained from building companies in the trenches simply can't be replicated in a traditional MBA program. It's earned, not studied. Three startups. Three commercial builds. One consistent outcome: revenue where there wasn't any. 0 → 1 → M&A.

### The proof is in the pattern.

- ◆ Built and led a GTM engine from zero that delivered 50–75% year-over-year revenue growth for five consecutive years, taking a company from cash-negative to profitable.
- ◆ Designed and scaled a sales team from 2 to 20 in under 60 days, embedded systems that later supported a 250+ person sales organization.
- ◆ Architected the commercial infrastructure, pipeline coverage, and KPI reporting that underpinned over \$100M in funding.
- ◆ Rebuilt and scaled a non-functional multimillion-dollar biometrics platform into a market-viable, exit-ready asset positioned for a \$30M–\$50M outcome with active M&A interest.

### What Sets Him Apart

What sets Chris apart is not the years on a resume, but the pattern of results across every organization he has touched. He does not just execute strategy; he architects the systems, aligns the teams, and creates the momentum that moves a company from concept to market dominance. Over his tenure, Chris has come to understand the realities founders and executives face. From ventures like FaceEsign, he has worked hand in hand with CEOs to turn vision into reality and knows firsthand the pressure points at every stage. Building three successful companies was not the result of luck or timing; he built, fixed, and scaled them from zero. His work has been recognized in more than a dozen press and media features, including MSN and HackerNoon - making it easy to see why he is the kind of end-to-end operator you want in your corner.