ALEXA A. S. RAAD

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SUMMARY

Author of a patent on internet security and a recognized leader in the DNS and cyber security space. A resilient and passionate leader capable of building teams and delivering results in high pressure and competitive markets.

EXPERIENCE

Architelos Inc., Leesburg, VA
Architelos was founded to provide software services and consulting to the domain name industry.
Founder & CEO   Sept. 2010 to Mar. 2016

- Founded and built a software start-up with zero debt and annual revenues of $1.8M.
- Developed an abuse monitoring and security service adopted by the regulator and by 44% of the market within the first year.
- Pioneered an industry standard report on domain name abuse across the entire internet.
- Awarded two patents in internet security.

.ORG, The Public Interest Registry (PIR), Reston, VA
PIR operates .ORG which is the 3rd largest generic Top Level Domain (gTLD) at 10M names and over 600 global channel partners.
President and Chief Executive Officer   July 2007 to Sept. 2010

- Delivered on the 2009 business plan with $50M in operating revenue, a 10% increase over 2008; came in under the expense plan at $31M or a savings of 1.7M from the original budget of $33M; achieved 33% growth in units to 8M customers through 600 channel partners in 100 countries around the world.
- Steered the first and largest implementation of DNSSEC in the internet infrastructure. Established PIR as the thought leader on internet security.
- Conceived, founded and chaired the first industry trade association, RISG (www.RISGgroup.org) on internet security and cyber threats.

Mobile Top Level Domain, Ltd. (dotMobi), Dublin, Ireland
dotMobi was funded and backed by a consortium of leading mobile operators, network and device manufacturers, and internet content providers (such as Ericsson, GSM Association, Hutchison 3, Microsoft, Nokia, Orascom Telecom, Samsung Electronics, Syniverse, T-Mobile, Telefonica Moviles, TIM, Visa and Vodafone) to launch and operate the .mobi gTLD and lead the development of mobile internet technologies.
Chief Marketing Officer   Sep. 2005 to July 2007

- *Joined along with CEO to start and build the company from the ground up.* Managed major functional areas of the company including marketing, sales, tech development and policy.
- Built global company based in Dublin with 30 employees located in Dublin, Washington DC, and Beijing.
- *Achieved over €14M in 1st year sales via* 600,000 customers through 145 channel partners in 100 countries.

VeriSign Inc., Reston, VA
VeriSign operates the .com and .net gTLDs and is the world's leading provider of critical infrastructure services with more than 2,500 employees in 40 countries (NASDAQ: VRSN)
Senior Business Development Manager, EMEA   Mar. 2001 to Sep. 2005
Senior Product Manager

CyberCash, Reston, VA   1999 – Mar. 2001
Director Strategic Marketing and Business Development

Planned and implemented strategies to generate over $25M in annual revenues for internet payments services and software.

Bell Atlantic *(Verizon)* Internet Solutions, Reston, VA   1995 - 1999
Business Development Manager

AT&T, Bridgewater, NJ   1994 to 1995
Product Manager, Internet Services

AT&T, Herndon, VA   1993 to 1994
Marketing Manager, International Business Specialist

Lucent Technologies (*AT&T General Business Systems*)   1989 to 1993
Account Executive

EDUCATION
Master of Science in Information Systems   Dec. 1998
George Washington University

Master of Science in International Business Administration   Dec. 1993
George Washington University

Bachelor of Science in Marketing   ▄▄▄▄▄▄
University of Maryland

AWARDS
- *Washington Business Journal "Women Who Mean Business" Award, Nov. 2008*
- *Smart CEO Award Feb. 2009 and Feb. 2010*
- *Future 50 Award 2009*
- *Chosen as one of 200 VIP Women of the Year by National Association of Professional Women*

PUBLICATIONS
US Patent US8800044: System and method for predictive modeling in a network security service

Languages: Farsi, French, German and some Italian.

Interests: Roman Field Archeology, Decision Science, Public Policy.