

# CED TECH VENTURE CONFERENCE

## Entrepreneur Workshop & Lunch with Scot Wingo

**Tuesday, September 19 | 10:30am-12:30pm  
Raleigh Convention Center - Room 306**

As hosts of Tech Venture, CED's top commitment remains our entrepreneurs, so we have once again partnered with Scot Wingo, one of North Carolina's most successful serial entrepreneurs, for an exclusive Entrepreneur Workshop to kick off opening day of the conference.

Scot Wingo has started four companies, leading to two exits (Stingray Software acquired by Rogue Wave Software, AuctionRover.com acquired by Goto.Com/Overture/Yahoo!) and one IPO (ChannelAdvisor). Scot's fourth company Get Spiffy is currently in expansion mode.

We are going to help decode the secrets to scaling success by talking to folks that have "been there and done that". We'll look at fundraising, recruiting and scaling your sales team. Our goal is to give you the tools to go from a \$1m/yr run rate to \$10m rapidly.



**Scot Wingo**

10:30am-10:40am	Kick Off with Scot Wingo
10:40am-11:20am	"Scaling Sales" with Vince Beese, Founder and Principal, Sales@Scale
11:20am-12:00pm	"Building a Startup Culture that Scales" with Robbie Allen, Founder & Executive Chairman, Automated Insights
12:00pm-12:30pm	Lunch & Open Mic Q&A - Scot, Vince, Robbie

If you want to learn from someone who has "done it before" (and before and before), this is your chance. You must be an entrepreneur AND registered for the conference to attend.

**[Register Now](#)**

Already registered as an entrepreneur? You will receive a separate invitation with RSVP link.

*Many Thanks to our  
Entrepreneur Workshop Sponsor:*



# CED

## TECH VENTURE CONFERENCE

### Speaker Biographies



**Scot Wingo**

#### **Scot Wingo**

CEO, [Get Spiffy](#); Executive Chairman & Co-Founder, [ChannelAdvisor](#)

Executive Chairman Scot Wingo sets the strategic direction for ChannelAdvisor, and works closely with the management team to align product direction with market trends. Besides his entrepreneurial expertise in Internet and related technologies, Scot is an active angel investor, a limited partner in several venture capital funds, and serves on the board of directors for multiple companies (ChannelAdvisor, Spoonflower, Windsor Circle, Organic Transit and Zverse). As a thought leader, Scot often provides advice on business models, go-to-market strategies, investor relations, and all things e-commerce to countless entrepreneurs here in the Triangle. His thoughts on e-commerce have been published in The Wall Street Journal, The New York Times, Fortune, Wired, Financial Times and Bloomberg Businessweek. Scot received a Bachelor of Science degree in Computer Engineering from the University of South Carolina and a Master of Computer Engineering degree from North Carolina State University. Scot has received numerous awards including Ernst and Young's Entrepreneur of the Year and Triangle Business Journal's Businessperson of the Year.



**Vince Beese**

#### **Vince Beese**

Founder and Principal, [Sales@Scale](#)

Vince has served on executive teams scaling several successful ventures, such as Chief Revenue Officer at True Fit (VC backed \$25M B round funding), SVP of World Wide Enterprise Sales at Sugar CRM (\$100M+ in venture capital), Chief Revenue Officer at Amadesa (acquired by LivePerson), and VP of Sales and Business Development at TrustedID, Inc. (acquired by Equifax). In addition, he was VP of National Sales at LivePerson, where he helped build its original sales organization from one to 75 and secure its initial public offering. At CheetahMail (acquired by Experian), Vince grew revenues from less than \$5 million to over \$150 million in six years, creating the largest ESP in the world and the number one ESP for retailers. He currently also serves as a board advisor to several ventures including Boldstart VC, Windsor Circle, Handshake, and Rebelmail, among others. Today his firm [Sales@Scale](#) [salesatscale.com](#) helps venture-backed growth companies plan, execute and scale the right way to accelerate growth. Locally he has worked with Bronto, Adwerx, Windsor Circle, iContact, Device Magic and Validic on various go-to-market initiatives.



**Robbie Allen**

#### **Robbie Allen**

Founder & Executive Chairman, [Automated Insights](#)

Robbie Allen is currently a Ph.D. student in Computer Science at UNC focused on Artificial Intelligence, Machine Learning, and Natural Language Processing. Robbie is the Founder and Executive Chairman of Automated Insights, a company he started in 2007, led through three rounds of funding, and a successful acquisition in 2015. Robbie started writing code to automate the writing process while working at Cisco, where he was a distinguished engineer, the company's top technical position. He has two engineering Master's degrees from MIT and has authored or co-authored ten books about enterprise software and software development.