

# Dr. Dick Davis II

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Distinguished Innovator • Thought Leadership •  
• AI Researcher • Practitioner-Scholar

**Thought Leader in Business and Technology:** My expertise in technology and business is rooted in notable academic achievements and honors. I hold a Doctorate in Business Administration with a focus on algorithmic data design, trends and application of Ethical and Equitable AI from the University of South Florida and an Executive MBA from the University of Nebraska. Significantly, my bachelor's degree in mass communications from Southern University, a respected Historically Black College and University (HBCU), adds a unique perspective and depth to my academic and professional journey.

- **Business Coaching & Development:** Mentoring executive education; progressing AI-driven initiatives for academic/industry relevance.
- **Strategic Business & Operational Insights:** Converting research into actionable business strategy and operational enhancements.
- **Tech Education & Ethics Facilitation:** Applying digital transformation knowledge to IT curriculum; focusing on business and business ethics.
- **Bridge Program & Award-Winning Innovation:** Ready to implement AACSB learning techniques; recognized as AIM Innovator of the Year and SBA Minority Champion.
- **Social Responsibility and Ethics Facilitator:** Adapt patented methodologies to coach social responsibility in business/IT.
- **Award-Winning Innovative Leader:** Recognized as the Innovator of the Year by the AIM Institute; and our Davis Family as the National Small Business Minority Champion by the SBA, I bring a proven record of innovation to business and academia.

## Education

### Doctor of Business Administration (DBA)

University of South Florida – Tampa

### Master of Business Administration (Executive MBA)

University of Nebraska – Omaha

### Bachelor of Arts in Mass Communications (BA)

Southern University and A&M College, Baton Rouge

## Honors, Publications and Certifications

- 2012 SBA National Small Business Minority Champion, Small Business Administration
- Innovator of the Year, AIM Institute
- The PHD Project Conference, 2021 Selectee
- 40-under-40, Midland's Business Journal
- The Association to Advance Collegiate Schools of Business: Bridge Program Certificate of Completion, 2023
- System for Facilitating a Project Between Contractors and Owners (US 8,346,582)
- **Davis, D.** "Algorithmic Design in Recommender Systems: Expanding DBE Participation in the US Construction Industry," Doctoral Dissertation, University of South Florida, Muma College of Business. November 2023
- **Davis, D.** Hicks, C. Wright, B. "Intermodal Freight Transportation Study," University of Nebraska at Omaha. June 2011
- The AI Boot Camp, University of North Carolina at Charlotte, 2024
- Equitable Community Change, Cornell University, 2023
- Diversity, Equity & Inclusion in the Workplace Certificate, USF Corporate Training & Professional Education, 2023
- AI & ChatGPT: Impact & Possibilities Certificate, USF Corporate Training & Professional Education, 2023
- Writing Workshops Program, USF Corporate Training & Professional Education

## Entrepreneurial Experience

Davis Companies, Inc.

2011 – Present

Executive Business Consultant

Davis Companies was formed more than 30 years ago with a special focus on the enhancement of the economic, educational and social levels of the underprivileged residents of the minority and low-income community in the North Omaha, Nebraska area. The Company continues to foster and promote community-wide interest and concern for the problems which also includes other underprivileged groups which have substantial unemployment or low-income minority families.

- Secured a patent (US8346582B1) for a methodology enhancing diversity in public contracting.
- Developed a unique method to boost diversity and inclusion in public sector contracts.
- Applied advanced systems knowledge to assess business health and develop complex solutions.
- Led teams in crafting strategic solutions, driving business growth and operational excellence.
- Improved team performance using advanced selling techniques and continuous improvement strategies.
- Initiated automation in product development, working with IT teams on enterprise systems.
- Delivered business intelligence and insights to leverage industry experience in performance IT.
- Conducted executive briefings on security governance and compliance, enhancing customer engagement.

## Work Experience

Gartner, Inc, Atlanta, GA

2022 – Present

Executive Partner | Vice President, Member Acquisition

Strategic advisor to CIOs from top-tier global organizations and government entities, guiding mission-critical initiatives. Engage in leadership roles, influencing over 5,000 IT leaders worldwide with targeted insights and solutions for complex challenges.

- Developed and implemented training programs for sales associates, managers, and executives, focusing on innovative sales strategies and client relationship management.
- Mentored sales teams, enhancing their strategic planning and client engagement skills.
- Built a strong community of global CIOs, enhancing professional development and knowledge exchange.
- Provided impartial advisory services, reinforcing Gartner's status as a top research and advisory firm.
- Collaborated with executive leadership on business vision and strategy, involving multifunctional teams.
- Created cutting-edge technologies and business models, boosting technology innovation and customer engagement.
- Led projects exploring smart technologies and new business models, identifying growth opportunities.
- Effectively communicated technical concepts to non-technical audiences, aligning with business goals.

Cisco, Atlanta, GA

2019 – 2022

Business Solutions Architect

Led architectural strategies across IT, security, cloud, and IoT, impacting global business operations and technology performance. Translated complex business requirements into IT solutions, delivering enterprise-level applications for large-scale organizational needs.

### Strategic Leadership in Digital Transformation

- Led key digital transformation initiatives, aligning IT solutions with business objectives.
- Oversaw strategic projects with company-wide impact, demonstrating leadership in technology implementation.
- Streamlined operations, significantly improving efficiency and productivity.
- Authored whitepapers on cloud computing and web services.
- Designed architectural solutions aligned with Coca-Cola's Industry 4.0 strategy for smart factories.
- Enhanced corporate governance with vulnerability augmentation practices.
- Developed new business opportunities in connected fleet and telemetry partnerships.
- Aligned customer needs with architectural designs, impacting operating profits and revenue growth.

- Consistently met or exceeded performance goals over a two-year period.

**Trace3, Atlanta, GA**  
**Senior Engagement Architect**

**2017 – 2019**

Led teams in developing business strategies, budgeting, product presentations, and technical designs, pivotal in pre- and post-sales cycles. Integrated business acumen with operational needs to optimize costs, enhance disaster recovery, and facilitate future growth.

- Recognized as a national expert on Velocloud, contributing to RFPs, OEM evaluations, and proofs of concept.
- Developed architectural assessments and sales solutions for Versa, Velocloud, and Viptela.
- Designed WLAN architectural solutions and sales enablement processes.
- Established a virtualized SDWAN lab, enhancing collaborations with major OEM vendors.

**Cox Business, Omaha, NE**  
**Senior Sales Engineer**

**2008 – 2012**

Led the coordination of support and implementation processes across multifunctional business units, optimizing operational efficiency. Developed tailored customer solutions, established product pricing strategies, and defined investment qualifications. Crafted and executed comprehensive go-to-market strategies, enhancing brand presence and market reach.

- Increased revenue by 38%, totaling \$26 million over three years, through strategic service delivery management.
- Secured a record \$2.7 million contract, the largest in the company's local history.
- Authored marketing column for Cox Business Solutions' quarterly magazine on emerging trends and best practices.

**Sirius Computer Solutions, Omaha, NE**  
**Manager & Solutions Engineer**

**2005 – 2008**

Administered the deployment of Cisco wireless, telephony, and security solutions across five geographic regions. Led technical demonstrations and value proposition presentations, enhancing business development and client engagement.

- Subject matter expert for technical consultations, aiding customers and engineering teams in project lifecycles.
- Led core infrastructure upgrade (Nortel-Cisco) technical project for Methodist Health Systems
- Designed a high-availability network and managed a \$45,000 proof-of-technology project for BCBS of Nebraska.