

Ian Browde

Biographical Information

Ian Browde is a seasoned business executive with diverse experience in entrepreneurial and large corporate environments.

He led international business development for Apple, when the company expanded into Europe, Asia and Latin America. He oversaw the Apple University Consortium in Europe and the partnership with Xerox, Apple's channel partner in Latin America. He created and ran the ground-breaking Apple-San Jose MBA program, a first in certified corporate business schools that graduated over 150 students. He established Apple's first computer lab in Chengdu, China by partnering with the University of Western China for the Medical Sciences. He devised the Tom Peters' acclaimed Apple Managers Seminar, and trained Apple's education salesforce that served 70% of the U.S. education market.

At SCO he managed the company's partnership with Compaq in the Americas that accounted for about \$140M annually.

At Nokia he led strategy and business development in the Internet Services division, managing the strategic alliance with Check Point Software that was responsible for over 95% of the company's annual security revenue, around \$300M annually. He invented a methodology for designing user interfaces for devices, Internet applications and services, for which the patent issued in August 2009. He facilitated the consumer business partnership in China between Nokia and ETS that resulted in English language learning via mobile handsets. He also led Nokia's pioneering messaging security initiative.

At the Theseus Business School in Sofia-Antipolis and the CRC in Jouy-en-Josas, France, he taught negotiating. He also consulted with the Swissôtel, CIGA and Kempinski hotel chains and worked for Mastek, a global, Mumbai-based consulting firm.

Ian is an exceptional public speaker, a world class partnership executive, a highly effective manager and a renowned 'out-of-the-box' strategic thinker. He has written acclaimed articles on 21st century management practices and serves on the Boards of Directors of Greening Point – a sustainability company that he co-founded – and the Center for Electronic Business at San Francisco State University.

He holds a JD from the University of Santa Clara Law School, California, a BA from the University of the Witwatersrand, South Africa.