

# Mark Ianni

Operating Partner



mark.ianni@cxo.partners

## RELEVANT EXPERIENCE

Mark Ianni is an Operating Partner in CXO Partners' Revenue Growth and Executive Operations group. He is frequently called on to support clients as an **interim CEO, COO, and CRO**. Mark specializes in driving business profitability and sustainable growth through strategic financial leadership and robust business coaching.

Mark's career is distinguished by his deep involvement in strategic planning, mergers and acquisitions, and capital-raising initiatives across a variety of industries, including energy, manufacturing, financial services, and telecommunications.

During his career, he has served as **CEO** of PE-backed **Capital Building Maintenance**, the leading provider of property management services in San Francisco. He also served as **CEO/COO** of an energy consulting company offering clients a better way to manage their energy spending through procurement, sustainability, and on-site electricity generation. Mark successfully sold the company to Private Equity for unprecedented multiple of EBITDA.

Mark also served as the **President and CEO** of **ista North America**, one of the largest private equity-held managed services, business process outsourcing, and software and technology providers for competitive energy companies in the United States and Canada.

As **President** of **Gexa Energy**, which is the retail division of Nextera Energy, a leading clean energy and Fortune 200 company, Mark successfully implemented the strategy for organic growth, attaining revenues of over a billion dollars and increasing profitability by 500%.

Before joining Nextera Energy, Mark spent over a decade at **GE Capital** in several leadership roles.

## EDUCATION

**Queens University**, MBA  
**McGill University**, Bachelor of Arts

## PERSONAL STATEMENT

As a strategic leader focused on sales and operations productivity, process discipline, and technology enablement, I drive EBITDA results for companies in diverse industries, including energy, commercial building management, software, and BPO services.

I leverage my skills in situations that require expertise in succession planning, scalability, sales, mergers, exits, restructurings, and turnarounds.

## PRACTICE FOCUS

### STRATEGIC PLANNING & EXECUTION

- Company Mission & Vision Development
- Company Strategy
- Customer Experience Strategy & Design
- Organizational Alignment
- Compensation & Incentive Plan Design
- Human Resource Allocation
- Strategic Negotiations
- Strategic Transformation
- Consolidation & Acquisition
- Partnerships & Strategic Alliances
- Structure, Systems, Reporting & Accountability

### BUSINESS OPERATIONS & KEY INITIATIVES

- Technology Enablement
- Benchmarking & Performance Standards
- Profitability Improvement
- Process Improvement
- Change Management

### GROWTH STRATEGY & EXECUTION

- Growth Strategy Design & Execution
- New Market Entry & Expansion
- Go-to-Market Strategy
- Product & Services Delivery Strategy
- Customer Success

## SECTOR EXPERIENCE

### COMMERCIAL SERVICES

- BPO/Outsourcing Services
- Building & Property
- Construction & Engineering

### ENERGY

- Alternative Energy Equipment
- Energy Marketing
- Traders & Brokers

### UTILITIES

- Electric
- Gas
- Multi-Utilities

### FINANCIAL SERVICES

- Private Equity

### INFORMATION TECHNOLOGY

- Fiberoptic Equipment
- Telecommunications Services Providers

### TECHNOLOGY

- Software/SaaS
- Tech-Enabled Businesses