

Jerry Shipley

Director of Business Development, Cetrom



Jerry Shipley is responsible for business development and sales. Jerry has produced positive, bottom line results in Fortune 500 companies, startup companies and in consulting and partnering with clients at local, national, and international levels. He carries experience in 13 vertical markets or industries (e.g., telecom, SaaS, health care, utilities, maritime), demonstrating a skill set that is applicable to multiple markets and industries. This breadth of experience enables Shipley to understand multiple types of customers and provides solutions that are unique to them.

Shipley delivers value to his customers by applying his extensive experience in strategy, marketing, sales, communications, partnerships, business management, and organizational change and effective leadership to produce meaningful results.

Jerry Shipley has given presentations to members of the Maryland State Bar Association, AICPA: 2013 Practitioners Symposium and TECH+ Conference, 2002 Small Firm Networking Group, and Protech Fusion Conference. University of Phoenix: eighth year as Adjunct Professor for graduate and undergraduate courses in marketing, strategy, general management, creativity/innovation.