WILLIAM M. GENOVESE

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William M. Genovese

Chief Quantum Officer | CIO | Enterprise Transformation & Frontier Technology Strategist

I have delivered the following significant outcomes in my career:

Chief Quantum Officer | Head of Quantum Innovation & Sovereign Computing — Cyber Eagle
(10/2025 – Present)

1. **Established strategic quantum partnerships** with QuSecure, SandboxAQ and others, accelerating product development cycles and expanding market credibility across defense, enterprise, and regulated sectors.
2. **Created defensible enterprise value through IP**, leading patent filings and commercialization strategy via Cyber Eagle Commercial IP Holdings, strengthening long-term valuation and competitive barriers.

Global Quantum Computing & Services Portfolio and GTM Leader — Kyndryl
(01/2023 – 10/2025)

1. **Authored and secured executive alignment for a 3-year quantum services growth plan**, identifying **$1.3B in incremental revenue opportunity** across Consulting and Managed Services.
2. **Built a global quantum ecosystem** with 9+ strategic alliances and 50+ enterprise use cases (optimization, PQC, AI, simulation), accelerating client adoption **and pipeline conversion of $15M.**
3. **Invented and advanced multiple quantum IP assets** (Quantum Safe Automated Scanning for Digital Services, BluLyte Black/Gray Swan Prediction Platform, PQC Digital Services Architecture), several selected by the Global CTO for commercialization.

CIO Advisory Partner — Kyndryl
(06/2022 – 10/2025)

1. **Originated $15M in advisory engagements** by shaping C-suite digital modernization, cloud, and emerging-technology roadmaps aligned to business outcomes.
2. **Expanded strategic accounts** by serving as trusted CIO advisor to Fortune 500 clients, directly influencing deal expansion, long-term transformation programs, and follow-on services.
3. **Reduced enterprise risk exposure** by advising on cloud security, PQC readiness, and advanced analytics strategies, improving regulatory posture and long-term technology resilience.

Director, Technology Advisory & Strategy (M&A) — KPMG
(11/2021 – 02/2022)

1. **Led technology due diligence for large PE transactions**, identifying infrastructure, cybersecurity, and scalability risks that directly informed multi-billion-dollar investment decisions.
2. **Delivered actionable value-creation roadmaps** for post-merger integration, accelerating synergy realization and reducing execution risk.
3. **Influenced deal outcomes** by translating complex IT risk into board-level insights, strengthening confidence in acquisition and divestiture strategies.

Senior Practitioner, Technology Advisory & Due Diligence — Crosslake Technologies
(06/2021 – 11/2021)

1. **De-risked private equity acquisitions** by conducting deep technology, cybersecurity, and scalability assessments across portfolio companies.
2. **Improved asset valuation** using data-driven benchmarks via the Corsis platform, enabling informed hold-period investment decisions.
3. **Accelerated exit readiness** by advising portfolio leadership on modernization, cloud adoption, and security remediation strategies.

Co-Founder & CTO — Interlect Global
(01/2021 – 06/2021)

1. **Designed and delivered a blockchain-powered ecosystem**, positioning the company as a disruptive innovator in decentralized services, secure platforms, and immersive technologies.
2. **Architected ERUDITE**, a next-generation blockchain AI platform supporting regulated use cases across education, healthcare, and financial services.
3. **Enabled capital formation and GTM execution** by aligning technology roadmaps with investor, regulatory, and sustainability requirements.

CIO | CTO — eHome Holdings
(12/2020 – 02/2021)

1. **Defined enterprise technology strategy** supporting nationwide real-estate platform modernization and digital growth initiatives.
2. **Strengthened execution discipline** through KPI-driven governance, budget management, and executive alignment.

Vice President, Corporate Strategy – Banking & Financial Markets — Huawei
(08/2016 – 09/2020)

1. **Drove enterprise architecture and product modernization** contributing to a **165% revenue increase** and **$500M projected revenue infusion** within two years.
2. **Led Blockchain and Quantum GTM strategies**, positioning Huawei as an innovator in digital financial platforms and next-gen banking technology.
3. **Published and operationalized quantum computing use cases**, influencing future financial services applications and long-term R&D direction.

CIO & CTO — Encrypted Labs
(02/2016 – 07/2016)

1. **Launched a blockchain platform on CenturyLink Cloud**, generating **$1M+ immediate market opportunity** and a **$2M customer pipeline**.
2. **Expanded revenue channels** through strategic alliances and enterprise blockchain deployments.
3. **Accelerated go-to-market execution** by aligning product, architecture, and sales strategy.

Principal & Chief Technology Architect — WGroup (Wavestone)
(03/2015 – 03/2016)

1. **Led a $1B IT modernization initiative**, including a **$700M Epic EMR infrastructure transformation**, reducing operational and clinical risk.
2. **Negotiated and implemented a $34M Cisco network solution**, materially improving resiliency, performance, and security.
3. **Influenced executive cloud strategy** via market research benchmarking AWS, Azure, IBM, and Google.

Senior Certified Executive IT Architect / Client Technical Leader — IBM
(12/2013 – 02/2015)

1. **Secured up to $8M in new opportunity revenue** by leading executive-level cloud and innovation engagements.
2. **Pioneered IBM's open cloud and OpenStack architecture**, foundational work contributing to IBM's **$34B Red Hat acquisition**.
3. **Delivered trusted C-suite advisory** across cloud, AI, and high-performance computing strategies.

Senior Managing IT Architect & Engagement Leader — IBM
(01/2012 – 06/2013)

1. **Led global CxO Lab Services**, mitigating systemic outage and resiliency risks for top financial institutions.
2. **Drove $2M in infrastructure sales** through strategic executive engagements in emerging markets.
3. **Improved enterprise risk posture** via HA/DR architectures and best-practice workshops.

Chief Enterprise Architect / Chief Engineer — IBM
(08/2010 – 01/2012)

1. **Turned around a troubled account**, securing a **$400M, five-year outsourcing contract extension**.
2. **Delivered enterprise-wide IT transformation roadmaps**, aligning governance, compliance, and service

delivery.
3. **Enabled sustainable operational improvement**through integrated architecture and service modernization.

Earlier Roles (IBM, KPMG, Wachovia/Wells Fargo, Coldwell Banker)

1. **Generated $500M+ in annual revenue** through FOAK solutions, strategic partnerships, and patented innovations at IBM.
2. **Improved banking risk reserves by 35%** and achieved **75% operational efficiency gains** via enterprise data and platform integration.
3. **Created $100M in new annual revenue**through client-server and partnership-based revenue models early in career.