



## EXECUTIVE BIOS

### Ted Gilkey, Chief Sales Officer



A storyteller-coach hybrid, Ted Gilkey specializes in developing strategies and coaching teams to embrace true partnership with Kasasa clients. Yes, he's a seasoned sales leader, but first Ted's a people and culture leader. His guiding principles are helping clients differentiate, be memorable, and create value for their account holders, and to create that mutually beneficial relationship with community banks and credit unions. For Ted, the client is our hero, and the consumer is the client's hero.

As SVP of Sales for MeridianLink, Ted contributed to industry-standard web-based credit reporting and lending for financial institutions of every size. Likewise, as SVP of Sales for Trapeze Group, Ted championed team-aligned solutions and client-focused outreach that simplified complex sales processes and made loyal advocates of former prospects.

When he's not synthesizing his years of experience in financial technology, mortgage banking, transportation, software, and communications, Ted is catching up on volleyball. He's a former coach at UC Santa Barbara, San Jose State, and Chico State, and he loves the team-first dynamic. Now, though, he coaches on value-based selling and competitor displacement.

Ted is degreed in Human Performance from San Jose State University.