

CSCRL FALL FORUM

BUILDING A RESILIENT AND ENDURING SUPPLY CHAIN
NOVEMBER 4TH & 5TH, 2021

SPEAKER BIO

PAUL HARTZELL FOUNDER, TRUDOSS



Founder
TruDoss

Paul Hartzell is one of the four founders of TruDoss LLC and is the Manager of The Perfect Pitch, LLC, which focuses on using effective sales techniques to grow Software as a Service companies. He has taught those techniques to Fortune 500 companies in EMEA, US, and Asia. He is also a board member of Game Plan, a comprehensive student-athlete development software platform used by more than 80,000 college athletes in the US along with professional athletes from the NHL, NBA, NHL and MLB. From 2012 to 2015 he was Vice President of Sales, APAC for EVault, a Seagate Company located in Singapore. From 2002 to 2012, he was Senior Vice President and founder of Merrill Corporation's merger and acquisition SaaS service, DataSite, in London and New York. During his tenure, DataSite processed more than 500,000,000 pages for due diligence review to enable asset purchases and sales. He has been associated with the financial services industry for more than 30 years with such firms as Kidder, Peabody & Co. Inc., Sorg Printing, and RR Donnelley. He is a graduate of Lehigh University with a degree in Mechanical Engineering. He became a member of Lehigh's Penske Athletic Hall of Fame in 1998 in recognition of his baseball career at Lehigh and in Major League Baseball from 1976 to 1984. Paul ranks eighth in the California Angels of Anaheim history with an ERA of 3.27 over 512 innings and 132 games and in 2020 was named as #91 of the greatest Angels of All-Time in the 60 year history of the MLB club. He later played for the Minnesota Twins, Baltimore Orioles, Milwaukee Brewers, and professionally in Puerto Rico, Venezuela, and Canada. Paul and his wife of 44 years, Andrei, live in Santa Fe, NM. They have two daughters, Brook and Blair, and a granddaughter, Margot, born in October 2017.

