

A.J. De Rosa
Chief Revenue Officer,
Evolv Technologies



AJ De Rosa is the Chief Revenue Officer for Evolv Technology. Evolv Technology is the leader in human security. The company is dedicated to making the world a safer place by helping to protect innocent people from mass shootings, terrorist attacks, and similar violent acts. Evolv’s AI-based, free-flow weapons-screening and threat detection systems work at the pace of life to accommodate thousands of individuals and groups per hour.

AJ is a seasoned revenue and operational executive with 27+ years’ experience of scaling enterprise software revenue organizations in fintech, government, insurance and Fortune 500 Firms. He has 18+ years’ experience with mergers and acquisitions of startup technology firms.

Before his tenure with Evolv Technology he was the Chief Revenue Officer at Orbital Insight where he was one of the first formal advisors and full-time employees. AJ continues to be a formal advisor for Orbital Insight and committed to their success. Prior to his time at Orbital he was a Senior Managing Director and Head of Global Sales for Eze Software Group where he was one of the first sales hires. During his 12.5-year tenure, he played a critical role in two private equity deals and an acquisition and served on the integration team for each company merger. He was appointed Managing Director & Co-head of Global of Sales of the Eze Software Group in 2011, before his departure in 2015.

AJ serves on three additional advisory boards: Orbital Insight, a geospatial big data company, OmniSci Technologies, an early stage technology company focused on database and visualization applications, and Cognovi Labs, an early stage predictive analytics A.I. company using topic-specific emotion and intent algorithms.

EDUCATION:
Lehigh University
B.S. Economics, 1995

WORK HISTORY:

Evolv Technology	2020 - Present
Orbital Insight	2015 - 2020
Eze Software	2002 - 2015



LEHIGH
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