Access to Experts

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Tom Stigler is SVP of U.S. Development for The Conference Board. He leads a team of 45 business development professionals who are responsible for U.S. Member sales and engagement.

Tom has spent all of his career in B2B sales, the last 27+ years building and leading best-in-class sales teams. Most recently Tom was Sales Vice President for Miller Heiman, the world’s largest sales training and consulting company. Prior to that he was Chief Revenue Officer for Ace Metrix, a VC-funded SaaS and market research company.

Prior to that, Tom was Chief Sales Officer for 13 years at The NPD Group, one of the largest syndicated market research companies. Tom began his career at IBM Corporation where he held numerous enterprise sales and sales management positions over twelve years before joining Hitachi Data Systems as a district manager. He subsequently co-founded Digital Lava, a venture-backed software and services company that he took public in 1999. Tom then served as senior vice-president of sales for WebSideStory, a venture-backed web analytics pioneer where he built-out the company’s first enterprise sales team prior to its IPO and subsequent sale to Omniture. Tom has a B.S. degree from Northwestern University in Evanston, IL.

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