



# SHANE HANNAN

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## PERSONAL

Shane moved to the United States in 1997. He met his wife on a snow skiing adventure in Whistler, Canada. They have a son and a daughter. Shane is a true professional and enjoys meeting people as he travels for business. Since 2003, he has owned a software company in Scottsdale, Arizona, developing software solutions that are marketed and sold through distribution partners worldwide. He enjoys the outdoors and the warm climate of the Sonoran Desert. Previously, he lived in Seattle for three years and, before that, lived in Sydney, Australia, growing up on the beaches of Cronulla in the Sutherland Shire.

## SUMMARY

Proven track record of achievement in start-up companies and corporate organizations. Extensive knowledge of cloud technology, SaaS, VOIP, and traditional software licensing models. Vision and understanding of new business opportunities - strategy, direction, and execution. Hired and managed software development staff, customer support operations, and sales team and built go-to-market programs. Managing P&L and overall company operations. Focused on collaboration between various internal teams for revenue growth. Experience in strategic partnerships, M&A, joint ventures, and contract negotiations. Background selling globally at the executive level and dealing with complex sales cycles. Communicating and collaborating with business leaders, customers, and key stakeholders throughout the Americas, Asia, Europe, Australia, and South Africa. Proven leader who values integrity, trust, and long-term relationships.

## Experience



### CEO and Founder

Pro Cloud SaaS · Full-time

May 2020 - Present · 3 yrs 6 mos

Arizona, United States

Are you treating your technology as a competitive edge or is it just a cost of doing business or an afterthought?  
Is your organization cyber-resilient and when was the last time you updated your business continuity ...see more



### Adventurer, Published Author

How to Bicycle Across America

Jun 2018 - Present · 5 yrs 5 mos

[www.shane.hannan.com](http://www.shane.hannan.com)

The Book:

How to Bicycle Across America is a solo tour of the southern United States, over 2,800 miles from the ...see more



### Managing Director - APAC Region at PrinterLogic

PrinterLogic · Full-time

Jan 2019 - May 2020 · 1 yr 5 mos

Sydney, New South Wales, Australia

PrinterLogic helps IT professionals eliminate all print servers with a centrally managed direct IP printing platform. SaaS or VA, PrinterLogic can create a highly available enterprise print architecture that empowers ...see more



### President & CEO

ROI Print Manager

Aug 2003 - Sep 2018 · 15 yrs 2 mos

United States

Print Control Software has been creating innovative workflow solutions since 2003 that help to improve users' workflow with pull printing, mobile printing and access to print drivers. Effective user management an ...see more

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### Product Marketing Manager



IKON Office Solutions

1998 - 2003 · 5 yrs

United States

Responsible for delivering corporate marketing programs and initiatives to branch offices throughout the western United States. Engaging senior leaders, operations, and sales, to introduce value-added solutions and ...see more

## Licenses & certifications



Activate

Okta

Issued Apr 2023

Show credential



AWS Business Professional

Amazon Web Services (AWS)

Issued Feb 2021

Show all 17 licenses & certifications

## Skills

### Managed Print Services



Endorsed by Howard Gibbs and 12 others who are highly skilled at this



Endorsed by 4 colleagues at Pro Cloud SaaS



99+ endorsements

### Networking



Endorsed by 3 colleagues at IKON Office Solutions



Endorsed by 2 people in the last 6 months



10 endorsements

Show all 48 skills →

## Recommendations

Received      Given



**Reid Blackburn** · 1st

Intelligent Process Automation Leader - ECM|RPA|ML

January 22, 2013, Reid worked with Shane on the same team

Shane is one of those professionals you just don't forget. His energy, humor and professionalism absolutely define him when other solution providers seem a-typical and common.

I have worked with countless solution partners over the years and there are only a select few who have been as responsive and accomodating as Shane.

He will move mountains to ensure our clients and sales teams are supported and he stands behind his company and stellar reputation in the digital output management space. ...

...see more



**Lorin Casper** · 1st

EXPERIENCED AND EFFECTIVE PROPOSAL WRITER

October 4, 2011, Lorin worked with Shane but they were at different companies

I have had the opportunity of working with Shane and his company while at IKON. Shane exhibited distinct professionalism both through his personal interaction but also in guiding his company in working with myself and IKON on our dual projects. I would highly recommend using their products and services to any of my clients.

Show all 3 received →

platform. SaaS or VA, PrinterLogic can create a highly available enterprise print architecture that empowers ...see more