

BRYAN LIEBOLD

**DIRECTOR,
WW PRESALES OPERATIONS**
Open Text



OPENTEXT™

CREDENTIALS

Center for Agile Leadership®
Certified Agile Leader
Scrum Alliance
Certified ScrumMaster

ABOUT BRYAN

Throughout Bryan's career he has always focused on having the right process, helping teams be successful, and delighting customers. He started his professional career by spending five years in Japan. His work there started with English teaching and progressed to managing translation projects. Upon his return to the US, he evolved from a technical writer to corporate trainer to project manager. From there Bryan circled between managing teams of engineers in IT to managing projects and project managers. After trying his hand at web application development for a few years, he made the move to technical sales. As a Presales SE, Bryan brought the same focus of process, teams, and customer to the job, eventually moving into the Presales Manager role. This role provided the perfect place for him to go deeper into the impact that process can have on the success of teams, as he developed a number of cross-team processes that helped reduce friction and improve his organization's customer focus. It was a natural step to move into Presales Operations and take what he had developed to a larger scale. His work in Presales Operations has been heavily influenced by the Theory of Constraints (TOC) developed by Dr Eiyahu M. Goldratt (He completed the Jonah Program training in 2016 with the Goldratt Institute) and the Toyota Production System. The Toyota Production System is a special focus, as it provided the inspiration for TOC, Agile Software Development Framework, and many other frameworks and methodologies. Bryan then became a Certified ScrumMaster in 2016. He is most satisfied professionally when he sees teams he has worked with develop a culture of continual improvement, implement the tools necessary to sustain that culture, and become wildly successful as a result.

DETAILS



GAMING



READING

HOBBIES



MCKINNEY, TEXAS

HOMETOWN

WHAT OTHERS HAVE TO SAY

"Bryan's passion for designing processes that directly contribute to key business initiatives made him an invaluable partner for me leading a large global organization. Through the difficult work of streamlining inter-organizational processes, breaking down silos, identifying and addressing business constraints, and tools development Bryan architected a model of continuous improvement that helped us build and scale a global, high performing and confident team. His work brought alignment to the business and gave us the leverage we needed to increase productivity. Bryan skillfully brings order to chaos and I am forever grateful for the impact he has had on our business."

"When I think of Bryan, all that comes to mind is a "wall breaker". When Bryan sees a wall, a challenge, something that needs to be overcome - he accomplishes it. Bryan's ability to take on the "it can't be done" and get it done is - plain and simple - AMAZING! Bryan, as a leader, motivates, supports, and helps team focus. His ability to provide alternative perspectives and views on complex, cross functional and global challenges helps our team win. Bryan is NEVER afraid to bring forward creative, innovative, and impactful solutions. One of the best things he helps create is a spirit of team and a culture of development. Through personal and team growth, our organizations not only grows, but we THRIVE! THANKS Bryan!"