

# EXHIBIT W

**EXHIBIT W**

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## Contact

[www.linkedin.com/in/ajayi](https://www.linkedin.com/in/ajayi)  
(LinkedIn)

## Top Skills

Organizational Design  
Go-to-Market Strategy  
Critical Thinking

## Languages

English (Native or Bilingual)  
Yoruba (Native or Bilingual)

## Certifications

Microsoft Dynamics AX 2012 Service  
Management  
Implementing Winning Strategies  
ITIL V2  
ITIL V3

# Ade Ajayi

Director of Global Sales, Reality Labs at Meta  
Austin, Texas, United States

## Summary

Highly skilled professional with over 15 years of international experience in leading business performance improvement for large and complex projects. Award-winning top performer for project delivery, marketing and sales quota attainment. Specific experience in business process design, marketing, sales, customer relationship management, program /project management and financial analysis. Demonstrated ability to devise cost-effective and innovative solutions to complex business challenges and ability to lead a team, work under pressure and aggressive timeframe

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## Experience

### Meta

Director Of Global Sales  
June 2022 - Present (1 year 11 months)

Accelerating the business transformation of all businesses through Meta's Future of Work solutions.

### Facebook

Partner Management Lead, GMS  
October 2018 - June 2022 (3 years 9 months)  
Austin, Texas

### Microsoft

12 years 5 months  
Director of Marketing and Operations  
December 2016 - September 2018 (1 year 10 months)  
Nigeria

Business Group Director, Microsoft Office Division  
August 2014 - December 2016 (2 years 5 months)

Drive Microsoft Cloud Solutions business across all sectors and segments

competitive insights, revenue and scorecard for Microsoft Productivity Solutions. Accountable for over \$40m in annual revenue.

Dynamics Technology Solutions Professional  
July 2013 - July 2014 (1 year 1 month)

Develop and sell industry business solutions to medium and large enterprise accounts. Specific focus on Microsoft Dynamics ERP Solutions.

Senior Partner Technology Advisor - Business Solutions  
January 2012 - July 2013 (1 year 7 months)

Evangelize Microsoft's ERP solutions and enable Microsoft partners to successfully sell and implement Microsoft Dynamics ERP. Help partners build a skills development strategy for improving partner skills around pre-sales, technical sales, project management, and service delivery quality with the highest level of customer satisfaction.

Senior Solution Manager  
September 2010 - February 2012 (1 year 6 months)

Responsible for the development and implementation of Microsoft's ERP solution in over 90 countries.

Program Manager  
July 2009 - September 2010 (1 year 3 months)

Drove customer satisfaction across US + International Markets. Identified and prioritized customer dissatisfaction drivers and implemented Service Improvement Plans to improve customer satisfaction

Project Manager  
July 2007 - July 2009 (2 years 1 month)

Managed support delivery for multiple cloud services across large enterprise customers.

Successfully onboarded Go To Market partners to deliver Microsoft cloud services.

Program Manager  
May 2006 - July 2007 (1 year 3 months)

Built process integration with customers and partners using the ITIL best practices for service desk operations, incident management, problem management, change and release management

Financial Analyst  
2004 - 2004 (less than a year)  
Arlington, Virginia

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## Education

University of Washington  
Master of Business Administration (M.B.A.), Leadership MBA

Howard University  
Bachelors in Business Administration, Computer Information Systems and  
Analysis

# Explore Litigation Insights

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