

## Contact

[www.linkedin.com/in/mike-daoust-58a1a](http://www.linkedin.com/in/mike-daoust-58a1a) (LinkedIn)

## Top Skills

SaaS

Enterprise Software

Cloud Computing

# Mike Daoust

Managing Director Chrome Enterprise, Google  
Needham

## Summary

Technology executive that has successfully led all aspects of global go-to-market including direct sales, sales engineering, business development, channel, customer success & product marketing. Over 10 years of experience at Google leading the growth of various Google Cloud products and services in all segments including Google Workspace, Google Maps, Android & Chrome Enterprise (Browser, OS, Chromebooks). Excels in leadership roles at high growth or turn around organizations that require strategy development through execution.

Experience and interest in all areas of technology including cloud-based enterprise software & hardware, APIs, SaaS, PaaS, operating systems, enterprise security, geo-spatial, mobile and marketing/data analytics.

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## Experience

Google

13 years 8 months

Global Managing Director, Chrome Enterprise  
December 2017 - Present (4 years 6 months)

Global Director, Android & Chrome Enterprise  
January 2013 - December 2017 (5 years)  
Mountain View, CA

Head of Google Maps for Business, North America  
January 2011 - December 2012 (2 years)  
Mountain View, CA

Head of Enterprise Google Apps/G Suite, East Region  
October 2008 - December 2010 (2 years 3 months)

Stratbridge, Inc.

SVP, Sales & Business Development  
June 2006 - September 2008 (2 years 4 months)

IBM  
Head of IBM Enterprise Search, East Region  
November 2005 - June 2006 (8 months)  
(Acquisition of iPhrase Technologies)

iPhrase Technologies  
Vice President of Field Operations  
February 2000 - November 2005 (5 years 10 months)

IBM Global Services  
Account Management Director  
January 1999 - December 1999 (1 year)

Watson Wyatt  
Senior Consultant & Account Manager - Human Capital Group  
1995 - 1998 (3 years)

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## Education

Bowdoin College  
BA, Economics, Government & Legal Studies · (September 1988 - May 1992)

Boston College Carroll School of Management  
MBA, General Management, Technology · (1998 - 1999)