

Timothy R. Weidinger

Enterprise AI Commercialization | Go-To-Market & Revenue Leadership | Strategic Partnerships
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EXECUTIVE PROFILE

Enterprise revenue leader with 20+ years translating complex offerings into measurable business outcomes across institutional finance, enterprise technology, and applied AI. Track record of building executive relationships, commercializing AI-enabled solutions, and leading complex deals in high-consideration markets. Well-suited for senior GTM roles in enterprise AI, data platforms, research intelligence, and advisory services.

CORE CAPABILITIES

Enterprise AI Commercialization	Go-to-Market Strategy	Strategic Partnerships
Executive Relationship Management	Complex Deal Leadership	Pipeline and Forecast Discipline
Responsible AI Advisory	Digital Transformation Markets	Revenue Growth Strategy

PROFESSIONAL EXPERIENCE

NotedSource

2026 - Present

Head of Go-To-Market | Remote.

- Lead go-to-market strategy and execution for an AI-powered platform serving corporate R&D, innovation, and strategy leaders.
- Build outbound, ABM, partnership, and pilot motions designed to improve logo velocity across R&D-intensive mid-market and enterprise accounts.
- Partner with executive and product leadership on ICP definition, qualification rules, demo strategy, pipeline discipline, and revenue planning.

Institute for Experiential AI at Northeastern University

2023 - 2026

Head of AI B2B Business Development | Portland, ME | Boston, MA

- Led enterprise business development across Responsible AI, applied AI solutions, custom learning, governance advisory, and AI literacy offerings.
- Built and scaled a B2B AI commercialization motion, contributing to \$10M+ in enterprise AI revenue opportunities over two years from less than \$1M.
- Advised senior leaders on AI strategy, governance, custom education, deployment roadmaps, and business case development.
- Advanced from Director of Global Business Development to Head of AI B2B Business Development based on enterprise growth, partnership development, and AI commercialization leadership.

NewtonX

2022 - 2023

Director of Global Strategic Partnerships | San Francisco Bay Area | Remote

- Directed sales strategy for NewtonX Prime across large enterprise financial services, including global banks, insurance companies, and venture capital firms.
- Commercialized AI-enabled expert intelligence and research offerings, generating \$0- \$1.7M in revenue in 9 months.
- Opened five new verticals through structured ICP definition, buyer persona modeling, account segmentation, and GTM collateral developed with marketing.

Gartner

2018 - 2022

Senior Account Executive, Global Technology Sales | San Francisco Bay Area

- Managed a large enterprise technology portfolio across cloud communications, customer engagement, digital infrastructure, and enterprise software accounts.
- Advised senior executives at companies including 8x8, Five9, Twilio, NTT Communications, and Digital Realty during the COVID-driven acceleration of remote work, cloud adoption, and digital transformation.
- Helped clients translate Gartner research and advisory insight into strategic decisions around market positioning, product strategy, customer engagement, and infrastructure investment.
- Achieved 110%+ of annual quota for four consecutive years and closed a \$5.5M multi-year enterprise agreement with TIBCO.

Cantor Fitzgerald

2011 - 2017

Head of Institutional Equity Sales Trading Desk | San Francisco Bay Area

- Managed the San Francisco trading desk, leading institutional equity sales for 13 major accounts with more than \$5T in assets under management.
- Desk ranked in the top 10% nationally for trading revenue performance in a high-pressure, relationship-driven capital markets environment.

EDUCATION AND CREDENTIALS

Brown University: B.A., Organizational Behavior Studies + Public Policy | Providence, RI

Activities and Honors: Varsity Track and Field, High Jump | Four-year letter recipient | All-Ivy performer | AIESEC member

Northeastern University: Graduate Certificate in AI Applications (16 Credits): Exploring AI Trends and Tools, Responsible AI, Human-Centered AI, Strategic AI for Business | Completed December 2025

Additional Credentials: Understanding AI in Financial Services, Northeastern University, 2023 | MIT Media Lab, Cryptocurrency and Blockchain, 2020 | Former FINRA Licenses: Series 7, 24, 55, 63, 65, inactive