



BIOGRAPHY

Kurt Andersen **VP Sales and Marketing** **NovaQuest**



Mr. Andersen brings twelve years of enterprise PLM software sales, solutions, and marketing expertise to NovaQuest. Kurt uses this experience to lead the Sales and Marketing teams in helping clients develop a strategic vision for PLM, compelling business cases, and the efficient positioning of products and services to achieve their critical business initiatives.

Prior to joining NovaQuest, Mr. Andersen was Vice President of Industry Solutions at SupplyScape Corporation where he was responsible for selling strategy and customer facing solution development.

Prior to joining SupplyScape, Mr. Andersen spent eleven years at MatrixOne Inc. (acquired by Dassault Systemes) in a variety of roles including Global Solution Sales, Product Management and Marketing, and most recently Vice President of Industry Solution Strategy for the ENOVIA brand. During his eleven year tenure, Mr. Andersen was responsible for developing sales methodology, business value propositions and solution strategy to drive revenue across eight industry verticals. He was successful in delivering strategic account wins in conjunction with local sales teams in a variety of industries across multiple global geographies.

Prior to joining MatrixOne, Inc. in 1996, Mr. Andersen worked for Rockwell International GSD in Cedar Rapids, Iowa for six years, where he was responsible for managing the Manufacturing Engineering and Quality Assurance organizations.

Mr. Andersen is a graduate of Iowa State University in Ames, Iowa with a BS in Industrial Technology.