

Kyle Gullette

Manager, Strategic Accounts

Columbus, OH, United States | [LinkedIn](#)

Strategic account leader with 10+ years managing multi-million-dollar B2B SaaS portfolios and translating complex technical products into measurable customer ROI.

EXPERIENCE

Manager, Strategic Accounts

Jun 2021 — Apr 2025

BlackSky

Columbus, Ohio, United States

Served as technical product expert for SaaS, machine learning, and AI offerings, translating complex product capabilities into actionable solutions. Managed revenue forecasts for government and commercial accounts and produced intelligence analysis reports integrating geospatial and open-source data.

Business Development Executive

Oct 2020 — Jun 2021

Government Tactical Solutions, LLC

Columbus, Ohio, United States

Managed a \$5M portfolio and identified and executed strategic partnerships by engaging C-suite executives to assess needs and deliver solutions.

Deputy Operations Officer

Jan 2019 — Oct 2020

U.S. Navy (Office of Naval Intelligence)

Washington D.C.

Led analysis for a DoD task force and co-developed an interactive dashboard visualizing raw data for predictive analysis and situational awareness. Analysis portfolio included terrorist financing and transnational threat networks adjacent to financial-crime and AML domains. Established interagency relationships across intelligence agencies, DoD, and the State Department to close intelligence gaps.

Senior Intelligence Analyst / Intelligence Analyst

Oct 2014 — Aug 2016

U.S. Navy

Washington D.C.

Led a 6-person analysis team with all members earning Navy and Marine Corps Achievement Medals; directed 32 analysts as watch officer providing 24/7 operational support. Performed all-source analysis using Palantir, ArcGIS, and Google Earth.

EDUCATION

Georgetown University

Master of Science in Business Analytics

Ohio University

Bachelor of Science in Business Management, Finance

Georgetown University

M.S. Business Analytics

Ohio University

B.S. Applied Management, Finance Concentration

CERTIFICATIONS

GEOINT Professional Certification Imagery Analysis (GPC IA-II), National Geospatial-Intelligence Agency Sep 2017

GEOINT Professional Certification Fundamentals (GPC-F), National Geospatial-Intelligence Agency Mar 2017

SKILLS

Data Analysis · Software as a Service (SaaS) · Adobe Illustrator · R (Programming Language) · Python (Programming Language) · Intelligence Analysis · Geospatial Intelligence · Microsoft Office · Microsoft Word · Finance · Customer Service · Strategic Account Management · Account Retention · Expansion & Upsell · C-Suite Stakeholder Management · Technical Training · KPI Development · Executive Dashboards · Revenue Forecasting · Contract Negotiation · Cross-Functional Collaboration · Product Management · Engineering Collaboration · Data Science Collaboration · Business Intelligence · Reporting · Financial-Crime Analysis · Terrorist Financing · Threat Networks · Palantir · ArcGIS · Google Earth