

AARON PAIT

ACQUISITION-MINDED EXECUTIVE OPERATOR READY FOR FULL PROFIT-AND-LOSS ACCOUNTABILITY

Eastern North Carolina / Raleigh-Durham | 252.904.7163 | aaron@aaronpait.com | linkedin.com/in/AaronPait

OPERATOR PROFILE

ACQUISITION-MINDED

Enterprise operator with 20 years leading through complexity across Salesforce, global healthcare, consulting, and the United States Marine Corps.

OPERATING RANGE

ACCOUNTABILITY

Strategy and operations, operating models, technology and risk, board advisory, and capital allocation.

SELECTED SCALE

\$400M

INTERNATIONAL HEALTHCARE PROVIDER

2,500

EMPLOYEES SUPPORTED

15+ COUNTRIES

GLOBAL FOOTPRINT

\$3M

OPERATING BUDGET

READINESS

OWNER-OPERATOR

Prepared to lead with clear decision rights, measurable accountability, and disciplined execution.

EXECUTIVE SUMMARY

Enterprise operator with direct accountability for people, budget, platforms, vendors, risk, and transformation across 15+ countries. Brings diligence, integration, operating-system, and capital-allocation experience to ownership-minded leadership.

OPERATING AND INVESTMENT RANGE

Combines enterprise operating leadership with private-equity analysis, independent acquisition search, and transaction-integration exposure. Ready for full profit-and-loss accountability without overstating completed acquisition or revenue ownership.

PROFESSIONAL EXPERIENCE

SALESFORCE | Remote

PRINCIPAL BUSINESS INFORMATION SECURITY OFFICER, GOVCloud / MISSIONFORCE / PUBLIC SECTOR | MAR 2025-PRESENT

- Serve as enterprise risk and compliance advisor to senior leaders across Salesforce's federal portfolio, translating Federal Risk and Authorization Management Program, National Institute of Standards and Technology, and Department of Defense requirements into business guidance for product, engineering, compliance, legal, and go-to-market teams.
- Align cross-functional stakeholders around risk decisions, control design, access governance, and execution priorities in highly regulated government cloud environments.
- Build operating mechanisms that reduce organizational friction while preserving the authorization posture required to serve federal customers.

SALESFORCE | Remote

PRINCIPAL SECURITY ENGINEER, GOVERNMENT CLOUD SYSTEMS SECURITY | NOV 2022-JUL 2024

- Selected as the first Principal Security Engineer in Government Cloud Systems Security, chartered to connect the business unit with Salesforce's enterprise security organization.
- Produced executive risk assessments and recommendations that informed investment, prioritization, and secure delivery decisions across government cloud operations.

AMI EXPEDITIONARY HEALTHCARE | Reston, VA

CHIEF INFORMATION OFFICER & CHIEF INFORMATION SECURITY OFFICER | APR 2021-OCT 2022

\$400M international healthcare provider operating across 15+ countries

- Selected as the first Chief Information Officer and Chief Information Security Officer for a \$400 million international healthcare provider; reported directly to the Chief Executive Officer and Board.
- Owned an approximately \$3 million operating budget, enterprise platforms, technology procurement, vendors, and a multidisciplinary team supporting approximately 2,500 employees across 15+ countries.
- Built the enterprise technology, security, and compliance operating model from inception, aligning Legal, Human Resources, Facilities, Finance, and Operations around governance and measurable accountability.

SELECTED OPERATING OUTCOMES

67% MEASURED RISK REDUCTION

Established the measurement and reporting cadence that drove the improvement.

15% EFFICIENCY GAIN

Consolidated five operational applications onto one Salesforce platform.

\$100K+ ANNUAL RUN-RATE SAVINGS

Reduced recurring operating cost through platform consolidation.

AARON PAIT | ACQUISITION-MINDED OPERATOR

ACQUISITION-MINDED EXECUTIVE OPERATOR

READY FOR FULL PROFIT-AND-LOSS ACCOUNTABILITY

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TRANSACTION RANGE

DILIGENCE

Acquisition analysis, integration strategy, operating models, and value-creation priorities.

SEARCH

North Carolina service businesses, financing structures, evidence gates, and walk-away criteria.

LEADERSHIP SCALE

76

INTELLIGENCE
PROFESSIONALS LED

12 YEARS

UNITED STATES MARINE CORPS

BOARD AND FIDUCIARY

SCOUT SNIPER ASSN.

Treasurer, Chief Financial Officer, and Director (2024-2025), with budgeting, financial reporting, Board presentations, and resource allocation responsibility.

BLACK POWDER HOLDINGS

PRIVATE EQUITY ANALYST | JAN 2025-AUG 2025

- Evaluated lower-middle-market acquisition opportunities through financial, operational, commercial, legal, compliance, asset, customer, and risk diligence.
- Assessed a fire-services acquisition, organizing three years of financial review, market and competitive analysis, customer and sales diligence, liabilities, strategic opportunities, portfolio synergies, and decision risks.

INDEPENDENT ACQUISITION SEARCH

PRINCIPAL | 2024-PRESENT

- Source and screen North Carolina service businesses across recurring commercial, regulated, technician-delivered, information technology, security, healthcare, and facility-services sectors.
- Build valuation ranges, test earnings quality, map markets and competitors, interview operators, engage owners and brokers, evaluate financing structures, and define evidence gates and walk-away criteria.
- Designed an 18-month management-to-ownership structure for a service-business turnaround after rejecting an unsupported \$500,000 asking price and underwriting a conditional enterprise-value range of \$100,000-\$150,000.

PRIOR OPERATING EXPERIENCE

COGNIZANT | Raleigh, NC

SENIOR STRATEGY CONSULTANT, DIGITAL STRATEGY PRACTICE | JAN 2020-APR 2021

- Led technology diligence and integration strategy for private equity and multinational clients, assessing risk, operating-model gaps, technical debt, and post-close value-creation priorities.
- Designed target operating models and platform-rationalization roadmaps that informed integration sequencing, capital allocation, cost takeout, and organizational readiness.
- Delivered an information technology operating-model redesign that identified more than \$3 million in cost savings.

AON CYBER SOLUTIONS | Enterprise consulting

SENIOR SECURITY CONSULTANT, PROACTIVE SERVICES | PRIOR TO COGNIZANT

- Advised enterprise clients on operating risk, control gaps, incident readiness, and program maturity, using military counterintelligence experience to bring an adversarial perspective to executive decisions.

UNITED STATES MARINE CORPS | Worldwide

STRATEGIC COUNTERINTELLIGENCE CASE OFFICER / SCOUT SNIPER | 2006-2018

- Led 76 intelligence professionals and complex missions across distributed, high-consequence environments where judgment, trust, and disciplined execution were nonnegotiable.
- Conducted strategic counterintelligence and human intelligence operations supporting national-security priorities and sensitive defense technology programs.
- Selected at age 26 for the Department of Defense's premier offensive counterintelligence credentialing program, one of 60 annual seats across the department.
- Graduated Marine Scout Sniper School at age 20 as one of three distinguished graduates from an initial class of 36.

EDUCATION AND SELECTED CREDENTIALS

DUKE UNIVERSITY, THE FUQUA SCHOOL OF BUSINESS

Executive Master of Business Administration candidate, Class of 2028

NORTH CAROLINA WESLEYAN UNIVERSITY

Bachelor of Science, Accounting, with Honors, 2025

SELECTED CREDENTIALS

National Association of Corporate Directors Directorship Certification; Certified Information Systems Security Professional; Certified Information Security Manager; Global Information Assurance Certification Strategic Planning, Policy, and Leadership; Scaled Agile Framework Practice Consultant