

VELL

Representative Vell Placement

GREGG MONASTIERO
SVP, SALES



PeopleFluent announced the appointment of Gregg Monastiero as senior vice president of Sales. In this position, Mr. Monastiero will have responsibility for direct and channel sales for the company's Talent Management, Vendor Management and Workforce Planning and Analytics product lines in North America and will also have oversight of PeopleFluent's Global Accounts across all product lines. Mr. Monastiero brings 25 years of strategic software sales experience and strong domain expertise in the Human Capital Management (HCM) marketplace. He will be responsible for uniting and managing the company's rapidly expanding sales team and functions as well as an impressive new family of social and mobile offerings.

Mr. Monastiero joins PeopleFluent from Blackmore Partners, where, for the last year, he has assisted the private equity firm in identifying and building target software companies for investment. Prior to his role as managing partner for Blackmore Partners, Mr. Monastiero was the executive vice president responsible for Worldwide Sales and Marketing for SumTotal Systems. Recognized as an exceptional and transformational sales leader, he was hired and placed by one of the lead investors in the business. In his role at SumTotal, Mr. Monastiero built intensive strategies around customer requirements, delivered a completely new selling and delivery model, and drove significant revenue growth.

Prior to his role at SumTotal, Mr. Monastiero was vice president of North American Sales for JDA Software, senior vice president of Sales for the Americas for Torex, president and EVP of Global Strategic Solutions for Infor/SSA Global, where he was previously executive vice president of Sales for SSA and senior vice president of North American Sales for Baan (positions he held at time of acquisition). Before joining Baan, he was senior vice president of Global Sales for iConverse and vice president of Sales for Cybrant Technologies. Mr. Monastiero began his sales career at Baan Software/Aurum Software. Mr. Monastiero received a B.A. in both Marketing and Finance from Merrimack College and an M.B.A. from the Olin School of Business at Babson College.

About PeopleFluent

Designed exclusively for large enterprise employers, PeopleFluent is a leading independent provider of integrated recruiting, talent management, and compensation planning solutions. By deeply integrating pervasive video, strategic analytics and collaborative social technologies into its complete suite of Talent Management applications, PeopleFluent redefines employee engagement to address productivity loss and diminished financial results due to an increasingly disengaged workforce. With PeopleFluent, companies can change at the speed of business without costly IT interventions through intuitive, highly configurable software that is built upon the right data. Spanning across an organization's entire global workforce with one talent cloud, PeopleFluent equips leaders with the meaningful talent data and strategic analytics necessary to make better business decisions. PeopleFluent has worked with over 5,100 organizations in 214 countries and territories to engage employees to drive better business results. Today, 80 percent of the Fortune 100 relies on PeopleFluent as part of their talent management delivery strategy, helping them successfully achieve their talent aspirations.