

i-GATE NEST Board of Directors



Jeff Wolf

President, GoToMarket Associates Inc.

Jeff Wolf is a go-to-market expert with a multi-decade business development track record at the leading edge of high performance information technologies, products and services, and passion for helping companies, non-profits and entrepreneurs gain market traction and grow. As president of GoToMarket Associates for the past six years he has applied his global multi-channel sales, marketing and operations senior management experience to serve international clients by delivering interim executive leadership, strategic planning, competitive advantage development, promotional campaigns, public relations, technology transfer management, sales operations, supply chain development, event management and other business development services.

In recent years Jeff has focused on economic development in the East Bay, engaged with Lawrence Livermore National Laboratory and participated in the Livermore Valley Open Campus, iGATE, Innovation Tri-Valley and the Livermore Valley Chamber of Commerce. He recently joined Livermore Lab to head business development for the High Performance Computing Innovation Center, LLNL's first industry outreach on its open campus.

Wolf's previous experience includes 15 years leading global sales and marketing teams to sustained growth and innovation in semiconductors and systems-on-a-chip integration at LSI Logic. As VP of Worldwide Sales and Operations he led a turnaround at Ubicom, helped raise venture capital funding and drove 10X revenue growth within 18 months in wireless internet and connected device markets during a severe, broad industry downturn. At start-up Bay Microsystems as Sr. VP of Marketing Jeff re-launched the high performance network processor company to achieve market leadership. He served the Semiconductor Industry Association as a trade representative to China during its WTO accession.

Mr. Wolf has led multi-disciplinary and multi-company collaborative projects to develop and transfer new technologies and foster disruptive technology adoption and ecosystem formation. He graduated from the University of Pennsylvania with a B.S. in Systems Science and Engineering and a concentration in energy management and policy.

Jeff and his wife Yvonne reside in Livermore and are parents to three children with four grandchildren.