

Teddy Lindblad

Strategic Partnerships & Alliances | Ecosystem Builder | Channel GTM Operator

McKinney, TX (DFW Metro) | [linkedin.com/in/teddylindblad](https://www.linkedin.com/in/teddylindblad) | Founder, PartnerMesh.ai

PROFESSIONAL SUMMARY

Partnerships and alliances executive with 10+ years of hands-on experience building channel programs, GTM motions, and ecosystem strategies from the ground up across AI, SaaS, IoT, cloud, and digital assets. Known for delivering results where no playbook exists -- standing up partner programs, developing distributor relationships through CDW, SHI, and TD SYNEX, and driving revenue in complex enterprise environments. Founder of PartnerMesh.ai. 13+ years of practitioner-level involvement in blockchain as an investor, developer, validator, and public speaker.

EXPERIENCE

Founder

PartnerMesh.ai | 2024 - Present

- Founded and built an AI-native partner intelligence platform designed to modernize how channel teams identify, match, and operationalize partner relationships.
- Engineered Phase 2 matching engine including HubSpot integration and partner overlap detection; deployed via Vercel.
- Architected multi-agent AI infrastructure to automate partner discovery, scoring, and GTM enablement workflows.

Relationship Manager, Digital Assets

Commercial Bank of Texas (CBTx) | 2023 - Present

- Manage digital asset banking relationships and serve on the Digital Asset Banking Committee, shaping bank-wide strategy.
- Built wealth management prospecting materials and pipeline development processes for the digital assets vertical.
- Hold CDAA and AML/BSA certifications; apply regulatory frameworks to structured client engagement.

Advisor / CTO

AccuSeat | 2023 - Present

- Advise B2B SaaS platform delivering seat-level 360 photo experiences for sports venues on product and go-to-market strategy.
- Negotiated equity structure and term sheet; oversee technical direction and partner integrations.

Channel GTM Lead

Gorilla Tech | 2021 - 2023

- Built and executed channel GTM strategy for VMware Tanzu through Tier-1 distributors including CDW, SHI, TD SYNEX, and Softchoice.
- Developed partner enablement programs, deal registration processes, and co-sell motions across the reseller ecosystem.
- Cultivated relationships across NVIDIA, AWS, Google, Microsoft, Dell, and Lenovo partner networks.

Head of Sales / Strategic Partnerships (De Facto)

Elemental Machines | 2019 - 2021

- Built and led the sales team from scratch, targeting pharma/biotech and hospital systems with IoT-enabled lab intelligence solutions.
- Owned the full revenue function -- hiring, pipeline, forecasting, and enterprise deal closure -- with no inherited playbook.
- Established channel and strategic partnerships that became the foundation for future distribution strategy.

Channel Marketing Manager

Intelgica | May 2016 - February 2020

- Managed channel marketing programs across telecom partners, driving joint campaign execution and MDF utilization.
- Supported partner recruitment and onboarding; developed co-branded materials and partner portal content.

VENTURES & NOTABLE PROJECTS

- **PartnerMesh.ai**: AI-native partner intelligence platform. Founder. Full-stack build including matching engine, HubSpot integration, and autonomous AI agents.
- **AccuSeat**: B2B SaaS for seat-level 360 venue photo experiences. Advisor/CTO. Equity deal structured; product and partner strategy.
- **QUANTUM Trading Indicator**: Custom Pine Script v5 oscillator for TradingView with AI-driven buy/sell signals and risk management overlays.
- **WallStreet Fantasy**: Fantasy stock trading game built on Next.js 15, Supabase, and Vercel -- full product ownership from concept to deployment.

CORE COMPETENCIES

• Channel Partner Management • GTM Strategy & Execution • Ecosystem Development • Partner Program Architecture • Distribution & Reseller Programs • AI / SaaS / IoT / Cloud • Digital Assets & Blockchain • Revenue Operations • Enterprise Sales Leadership • Startup Operator • Partner Enablement • Executive Stakeholder Management

CERTIFICATIONS

- Certified Digital Asset Advisor (CDAA)
- AML/BSA Certified

ECOSYSTEM RELATIONSHIPS

VMware/Broadcom Tanzu | NVIDIA | AWS | Google | Microsoft | Dell | Lenovo | CDW | SHI | TD SYNEX | Softchoice | Ripple Labs | AT&T | Verizon | Siemens | Palantir