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My Network



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Notifications



Me



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R. Todd Jones

Executive Vice President and General Counsel at ProcessMAP Corporation

More

Message

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← Experience



Representative District 25 (South Forsyth and North Fulton Counties)

Georgia House of Representatives · Part-time

Jan 2017 - Present · 6 yrs 3 mos

Greater Atlanta Area

Serve the citizens of North Fulton and South Forsyth Counties. Currently serve as the Chairman of the Technology and Infrastructure Innovation Committee. Also serve on the following committees - Appropriations, Budget & Finance, Education, Economic Development & Tourism, Education, Energy, Utilities & Telecommunications, Health, Industry & Labor and Judiciary.



ProcessMAP Corporation

8 yrs 7 mos

Greater Atlanta Area

Executive Vice President and General Counsel

Sep 2014 - Present · 8 yrs 7 mos

Oversee all corporate legal matters, including, subscriptions, licensing, financial structuring (debt and equity), real estate, litigation and business development.

Executive Vice President

Sep 2014 - Mar 2021 · 6 yrs 7 mos

Responsible for ensuring our customers meet or exceed their key program benchmarks. The driving Customer Success mantra is "cradle to infinity". Customer Success at ProcessMAP starts before the contract is signed and remains with each customer on a 24/7/365 basis. Customer Success is more than numbers or measurements to us...it is the combination of key quantitative metrics along with critical, industry specific best practices and benchmarks that differentiate our approach.

Managing Director

TJ Ventures, LLC

Jan 2008 - Aug 2014 · 6 yrs 8 mos

Greater Atlanta Area

TJV worked with Global 1000 companies and startups providing legal and business consultation. Activities included fundraising, corporate legal duties (financing, transactions, litigation, etc.) and business development.



Executive Vice President

AgCert

Mar 2002 - Dec 2007 · 5 yrs 10 mos

Melbourne, Florida Area

Responsible for overall Business Development including legal, sales, marketing and advertising. We generated over 300 Million Euros in sales and developed a world-wide brand within a three year period. In 2007, we entered into a world-wide joint venture with the AES Corporation in order to diversify the generation portfolio (i.e. primarily through anaerobic digester) and increase our distribution capabilities. The JV ultimately led to an acquisition by the AES Corporation of AgCert.

Senior Vice President

iReality Group, USA - Technology and Strategy Division

Jan 2000 - Dec 2001 · 2 yrs

Miami/Fort Lauderdale Area

Oversaw all legal, strategy, change management and customer support functions.



Senior Vice President

Cambridge Technology Partners
Aug 1994 - Dec 1999 · 5 yrs 5 mos
Miami/Fort Lauderdale Area

Led the group from inception to \$50M in top-line revenue while maintaining an EBITDA above 25%. Professionals grew from one(1) to over 200 during my tenure as lead executive for the business unit. Key clients included Avaya, Domino's Pizza, General Motors, AT&T, Prudential, Fleet Bank, GE Capital and others. During my tenure CM / AS developed several proprietary methodologies and processes in order to ensure high customer engagement and buy-in.



Senior Consultant

Accenture
Jan 1990 - Dec 1991 · 2 yrs
Miami/Fort Lauderdale Area

- About
- Community Guidelines
- Privacy & Terms ▾
- Sales Solutions
- Safety Center

- Accessibility
- Careers
- Ad Choices
- Mobile

- Talent Solutions
- Marketing Solutions
- Advertising
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