CORPORATE PROFILE · 2026

Mobolaji Sokunbi

COMMERCIAL GROWTH EXECUTIVE
ADVISOR · SPEAKER

I build growth through partnerships, markets and people.

Austin, Texas
Working globally

mobolajisokunbi.com
hi@mobolajisokunbi.com



— AT A GLANCE

More than two decades building commercial growth — inside a global corporation, alongside founders and across markets.

$22M → $800M+

VERTICAL REVENUE GROWTH

Dell Small Business's Alternative Routes to Market vertical, Americas

20+ yrs

COMMERCIAL LEADERSHIP

Sales, partnerships, channels and team building

11 markets

ACROSS FIVE CONTINENTS

Commercial leadership, teaching, speaking and advisory

Dell Technologies

Led Dell Small Business's Alternative Routes to Market vertical across the Americas; launched the Dell for Startups Program in 2018.

Entrepreneurs' Organization

Global Vice President, Business Development & Partnerships — for a network of 20,000+ founders in 80+ countries.

African Leadership University

Visiting Faculty, Kigali, Rwanda (2023), through the ALU Center for Entrepreneurship.

The 234 Project

Co-founder (2016) — leadership, entrepreneurship and opportunity for young people.



PROFILE

The scale came later. The foundation came first.

A commercial growth executive who helped take a Dell Technologies vertical from $22 million to more than $800 million — and who now advises founders and enterprises on partnerships, revenue and cross-border growth.

Mobolaji Sokunbi is a commercial growth executive, advisor and speaker based in Austin, Texas. At **Dell Technologies** he led Dell Small Business's Alternative Routes to Market vertical across the Americas, scaling annual revenue from approximately $22 million to more than $800 million, and launched the **Dell for Startups Program** in 2018.

> As Global Vice President of Business Development and Partnerships at **Entrepreneurs' Organization**, he led global commercial partnerships for a network of more than 20,000 founders in over 80 countries, covering sponsorship revenue, member-value partnerships and strategic alliances.

His foundation was built door to door: eight summers with The Southwestern Company, now Southwestern Advantage, learning to sell, recruit and develop college entrepreneurs. An MBA from the University of Wisconsin–Madison followed, with a summer at Procter & Gamble.

His Nigerian heritage shapes what he builds. He co-founded **The 234 Project**, co-authored *The Nigerian Time Machine Activity Book*, and serves as Visiting Faculty at **African Leadership University** in Kigali. He was twice selected for the U.S. Department of State's Mandela Washington Fellowship Reciprocal Exchange.

Today he advises, speaks and teaches — helping leaders turn strategy, partnerships and market opportunity into growth they can execute.

TRACK RECORD

Growth built from the ground up.

THE FOUNDATION

Southwestern Advantage

Eight summers selling, recruiting and developing college entrepreneurs while expanding into new markets.

THE DISCIPLINE

MBA, University of Wisconsin–Madison

Including a summer internship with Procter & Gamble — brands, consumers and how large organizations execute.

THE SCALE

Dell Technologies

$22M → $800M+

Led Dell Small Business's Alternative Routes to Market vertical, Americas. Launched Dell for Startups, 2018.

BEYOND THE TITLE

The 234 Project

Co-founded in 2016. Co-author, *The Nigerian Time Machine Activity Book*.

GLOBAL REACH

Entrepreneurs' Organization

80+ countries

Global VP, Business Development & Partnerships — sponsorship revenue, member-value partnerships and strategic alliances for 20,000+ founders.

TODAY

Advisory, speaking & teaching

Advising executives, founders and organizations. Visiting Faculty, African Leadership University.

Awards that followed the work.

Dell Game Changer Awards
Diamond 2022 · Bronze 2023 — the only person across the global Dell Small Business team to receive both in consecutive years

Nassau County Legislature Citation, 2019
For empowering the next generation of global leaders

Channel Futures
DE&I 101 Honoree 2021 · 2023
Channel Influencer Honoree 2022

Dell Circle of Excellence, 2008
Dell Technologies

U.S. Department of State
Mandela Washington Fellowship Reciprocal Exchange Fellow, 2019 · 2021

Southwestern Advantage
Chairman's Club in Sales 2002 · President's Club in Sales 2000–2005

WORKING TOGETHER

Ways we can work together.

Advisory engagements, workshops and cohort experiences for executives, founders and organizations — on commercial growth, strategic partnerships and market expansion.



01

Strategic Advisory

Ongoing counsel for leaders navigating growth, partnerships, market expansion and important commercial decisions.

- Commercial growth strategy
- Partnership and ecosystem strategy
- Market expansion
- Executive sounding board



02

Africa Market & Ecosystem Advisory

Helping organizations build, partner or expand across African markets with stronger local relationships and a clearer path to execution.

- Market and ecosystem orientation
- Cross-border partnership strategy
- Founder and ecosystem engagement

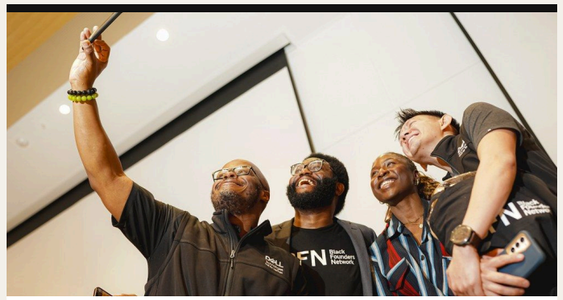


03

Keynotes & Workshops

Experience-driven sessions on commercial growth, partnerships, entrepreneurship, leadership and reinvention.

- Executive keynotes
- Half-day executive workshops
- Panels, firesides and moderation
- Sessions built for your organization



04

Growth Architecture Cohort

Eight weeks with a small group of operators, capped at twelve seats. The framework, applied to your own numbers.

- Eight live sessions
- Working frameworks and tools
- The Commercial Communication Playbook

HOW IT WORKS

We start with the problem, not the proposal.

01 The conversation

You share what you are trying to accomplish, where things appear stuck and what success would look like.

02 The diagnosis

Getting clear on the commercial, organizational or market dynamics behind the challenge — so we solve the right problem.

03 The work

Advisory sessions, stakeholder work, partnership strategy or market exploration — close to the people responsible for execution.

04 The transfer

Frameworks, decisions and tools are documented so the team keeps moving the work forward without unnecessary dependency.

Remote, in person, or both. Based in Austin, Texas and working with organizations across global markets — international engagements are welcome.

> *It has been a pleasure to partner with Mobolaji. His collaborative approach, strength in being solution-minded rather than problem-focused, and relationship building skills are impressive. Mobolaji's genuine passion for supporting small businesses, entrepreneurs, and nonprofits is inspiring.*

SHAISTA KEATING
VP, TechSoup · CEO, Arcasun

> *Mobolaji is a professional with great relationship skills, engagement with clients and countless supporters of social causes. He is very knowledgeable about the sales strategy / process and the startup environment. A pleasure to have worked together on initiatives for Brazil.*

ELIAS MENDONÇA MANSUR
Sales Director, Infrastructure Solutions Group · Dell Technologies

IN THEIR WORDS

What colleagues and partners say.

Mobolaji is an exceptional leader who consistently drives results through his strategic vision and unwavering dedication. … His ability to identify and cultivate valuable partnerships has opened new avenues for growth and expansion. … he is a master at navigating complex partnership opportunities, always finding ways to align stakeholders' interests and drive mutual success.

LUCAS CHAYA DEL PINO

Former lead, Dell for Startups & Dell Expert Network

Reported to Mobolaji at Dell Technologies

'Incomparably Inspiring and Persistently Productive!' are just a few of the words that come to mind when I think about Mobolaji. … I was always in awe (and I still am in awe) of his 'make-it-happen' ability to consistently execute on his performance metrics while motivating others to do the same.

CHUKI OBIYO

Chief Business Development Officer, Vedder

Worked with Mobolaji on the same sales team

As the event's sponsor, judge & visiting expert, Mobolaji was instrumental in the success of the event. … I was particularly inspired by his session on 'Purposeful Entrepreneurship' driving social impact innovations in the African continent. … He is an exceptional leader and a role model that I would recommend to any organization or mission.

MOHAMED KARSAN

Serial Entrepreneur, Coach & Venture Builder

Innovate 4Good Hackathon, African Leadership University, 2023

GLOBAL EXPERIENCE

The work has traveled.

Eleven markets across five continents — through commercial leadership, teaching, speaking, advisory and international exchange.

NIGERIA · GABON · THAILAND

U.S. Department of State exchange programs

Entrepreneurship and ecosystem development — including the first entrepreneur pitch competition held at the U.S. Embassy in Bangkok.

KIGALI, RWANDA

African Leadership University

Working with students and founders through the ALU Center for Entrepreneurship.

ABUJA · LAGOS

JA Africa & The 234 Project

Company of the Year Conference, Abuja (2025); leadership tours with young people in Lagos.



JA Africa Company of the Year Conference
ABUJA, NIGERIA · DECEMBER 2025



ALU Innovate for Good Summit
KIGALI, RWANDA · MARCH 2023



The 234 Project
CO-FOUNDED 2016



U.S. State Department
YSEALI · BANGKOK · FEB 2024

WHERE THE WORK HAS BEEN SHOWN

Trusted by leaders at.

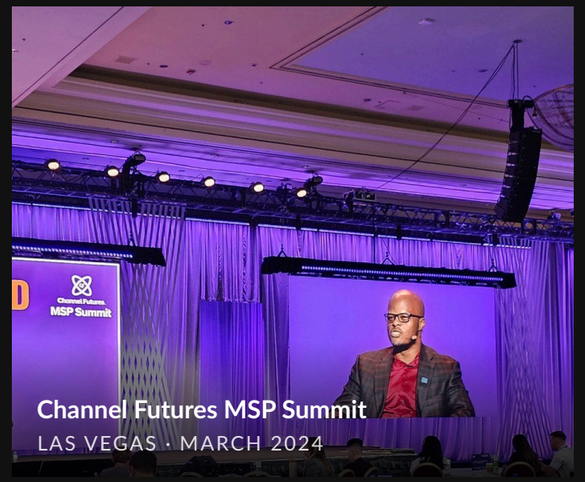
DELL	JA Africa — Member of JA Worldwide	ALU African Leadership University	SXSW	Endeavor Global — High-Impact Entrepreneurship
Collision	Startup World Cup — Pegasus Technologies	Entrepreneurs' Organization	Southwestern Advantage	eMerge Americas
NBCC — National Black Chamber of Commerce	Channel Partners Conference & Expo	NAWBO — National Association of Women Business Owners	Miami Tech Week	BFN Black Founders Network
DFW Startup Week	eWomenNetwork	Next Gen HQ	BEW	The Project

IN THE ROOM

Stages, panels and classrooms.



CES Startup World Cup
LAS VEGAS · JANUARY 2025



Channel Futures MSP Summit
LAS VEGAS · MARCH 2024



Collision Conference
TORONTO · JUNE 2024



SXSW International Founders Event
AUSTIN · MARCH 2024



Endeavor Demo Day
MIAMI · AUGUST 2022



“Women Who Startup Revival”
DENVER STARTUP WEEK · SEPTEMBER 2024



Dallas Startup Week
DALLAS · AUGUST 2022



The 234 Project Tour · G.R.A. Primary School
LAGOS · JUNE 2018

LET'S TALK

Turn the opportunity into action.

Whether you are looking for strategic advisory support, a speaker for your next event, or help with a specific commercial challenge — start with a conversation.

EMAIL	hi@mobolajisokunbi.com
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LINKEDIN	linkedin.com/in/mobolajisokunbi
BASED	Austin, Texas · Working globally

SCAN TO VISIT

