

Everything you need to write the piece.

Biographies at three lengths, approved photographs, the figures and how they are sourced, and what he can speak to on the record. Reproduce the biographies verbatim. Everything here is cleared for editorial use.



COVER Main stage, Channel Futures MSP Summit — “The Channel United.”

IN ONE LINE

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.

PRESS CONTACT

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Interviews, quotes, high-resolution images and fact checks. Usually answered within two working days.

\$22M → \$800M+

REVENUE BUILT

20+ years

COMMERCIAL LEADERSHIP

11 markets

ACROSS FIVE CONTINENTS

12 pieces

SELECTED COVERAGE

BIOGRAPHIES

Three lengths. Use whichever fits.

SHORT – FOR A PROGRAM OR AN INTRODUCTION

Mobolaji Sokunbi is a commercial growth executive who helped scale a Dell Technologies vertical from \$22 million to more than \$800 million in annual revenue. He advises founders, growth companies and enterprises on building the commercial strategies, partnerships, market access pathways and growth infrastructure needed to scale across the United States and Africa.

53 WORDS • REPRODUCE VERBATIM

MEDIUM – FOR A BYLINED PIECE OR A PANEL

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. He co-founded The 234 Project, co-authored The Nigerian Time Machine Activity Book, and in 2023 served as Visiting Faculty at African Leadership University (ALU) in Kigali, Rwanda. He was twice selected for the U.S. Department of State's Mandela Washington Fellowship Reciprocal Exchange. He advises founders, growth companies and enterprises on building the commercial strategies, partnerships, market access pathways and growth infrastructure needed to scale across the United States and Africa.

121 WORDS • REPRODUCE VERBATIM

LONG – FOR A PROFILE

Mobolaji Sokunbi has always been interested in what people can accomplish with the right opportunity, encouragement and support. While studying Microbiology at the University of Texas at Austin, he began selling educational books and software door to door with The Southwestern Company, now Southwestern Advantage. Over eight summers, he went from rookie salesperson to recruiting, training and leading top-performing sales and business development teams across the country. An MBA from the University of Wisconsin–Madison followed, with a summer at Procter & Gamble. 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 launching the Dell for Startups Program in 2018 – the only person across the global Dell Small Business team to receive both the Bronze and Diamond Game Changer Awards in consecutive years. His Nigerian heritage shapes what he builds: he co-founded The 234 Project and co-authored The Nigerian Time Machine Activity Book. In 2023 he served as Visiting Faculty at African Leadership University (ALU) in Kigali. He was twice selected for U.S. Department of State-sponsored Mandela Washington Fellowship Reciprocal Exchanges and later selected for a Young Southeast Asian Leaders Initiative (YSEALI) Reciprocal Exchange in Thailand, where he organized the first-ever pitch competition and hackathon at the U.S. Embassy in Bangkok. He advises, speaks and teaches from Austin, Texas.

229 WORDS • REPRODUCE VERBATIM

AT A GLANCE

FULL NAME Mobolaji Sokunbi	TITLE Commercial Growth Executive • Advisor • Speaker
BASED Austin, Texas. Works globally.	FACULTY African Leadership University (ALU), Kigali, Rwanda — 2023
FOUNDER OF The 234 Project • co-author, The Nigerian Time Machine Activity Book	WRITES AT Growth Architecture • Things I Notice, on Substack
THE \$22M → \$800M+ FIGURE Annual revenue of the Dell Small Business Alternative Routes to Market vertical in the Americas, over his tenure leading it.	PRESS CONTACT hi@mobolajisokunbi.com

APPROVED PHOTOGRAPHS



PORTRAIT Black Entrepreneurs Week. Preferred for profiles.



WORKING Dallas Startup Week.



ON STAGE African Leadership University — “The Next Frontier.” Kigali.

Cleared for editorial use in connection with coverage of Mobolaji Sokunbi. Please do not crop the portrait below the shoulders or alter the color. Credit is not required. High-resolution files, and photographs beyond these three, on request.

WHAT HE CAN SPEAK TO

28 No’s. 2 Yeses.

What rejection teaches about performance and staying in the game.

Think Like a Founder, Scale Like an Enterprise

How to keep entrepreneurial thinking alive as organizations grow.

When the Playbook Stops Working

The Reinvention Advantage.

Scaling Revenue and Commercial Ecosystems

How growth becomes a system, not a series of wins.

Beyond Sponsorship

Building partnerships that create measurable business value.

Before the Title

How high-performance leaders are built before anyone calls them leaders.

SELECTED COVERAGE

THE GUARDIAN NIGERIA	Foundation empowers youths in Lagos, Kaduna, others	2025
JUNIOR ACHIEVEMENT AFRICA	Africa Company of the Year	2025
THE GUARDIAN NIGERIA	Experts task youths on AI solutions to socioeconomic challenges	2024
STARTUPNATION	Why Your Business Needs DEI Focus — with Techstars’ Monica Wheat	2022
CHANNEL FUTURES • INFORMA	Dell Employees Driving Inclusivity in Tech, Channel	2021
CHANNELPRO NETWORK	Dell Expert Network Has New Benefits in Place for 2020	2020
CO— U.S. CHAMBER	Building New Workplaces for the Post-Pandemic World	—

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FOR JOURNALISTS

Happy to comment, go on the record, or point you to someone better placed. Interviews, quotes, images or a fact check: hi@mobolajisokunbi.com.