

Frank O'Dowd

CHIEF REVENUE OFFICER

As chief revenue officer, Frank leads global sales, solution engineering, demand generation, and partners and is responsible for go-to-market strategy. With more than 25 years of industry experience, he has led world-class sales teams with a focus on customer transformation to meet the challenges of the digital age. Prior to Cloudera, Frank was chief sales officer at Guidewire, responsible for the organization's global sales, sales operations, customer relationship management, and partner alliances. During his leadership, Guidewire had record bookings and accelerated the shift from an on-premises solution to their first releases in the cloud. Previously, Frank was group vice president, North America, at Oracle, where he played a crucial role in the company's transformation to the cloud. He holds a bachelor of arts degree in economics from Louisiana State University and a master of business administration degree from the University of Miami.