



Mike Stein
Chief Operating Officer |
Integrative Systems

“ *A strategy succeeds only when it connects every part of the organization to a common purpose.* ”

Professional Bio

With 30+ years of global experience, Mike is recognized for **driving product innovation, building strong brands, and accelerating revenue growth.** Renowned for building best-in-class organizations, he delivered measurable success in P&L management, brand and product development, and **global market expansion.** At Integrative Systems, Mike drives operational transformation and strategic initiatives, aligning technology with a business vision to unlock tangible growth. Mike has led enterprise marketing, M&A integrations, and **global go-to-market strategies,** using his experience as a mentor and strategist to accelerate business performance and organizational capability.

Expertise

- Strategic planning & operational leadership
- P&L ownership and financial accountability
- Product development & brand transformation
- Global market expansion & channel strategy
- Mergers and acquisitions - financial and cultural integration
- High-performance team building & change leadership

About Integrative Systems

Guided by the promise “**Futureproof Your Business,**” Integrative Systems is a trusted global technology partner with over **25 years of experience** in business software applications across IBM i, AS/400, and Microsoft toolsets. We provide 24/7 infrastructure management, data analytics, and back-office optimization - operating as an extension of your team to align IT strategy with business goals. A five-time Inc. 5000 honoree, we help enterprises modernize systems, enhance resilience, and achieve sustainable digital growth.

Projects & Achievements

- **Global Brand Elevation** - Built a comprehensive marketing and communication framework, strengthening brand identity across multiple product lines.
- **Business Expansion** - Doubled global sales and capacity within three years, driving growth across Australia, Europe, and the Americas.
- **Strategic Planning & M&A** - Implemented a five-year growth plan, leading to two acquisitions and the creation of a Strategic Accounts group that unlocked new revenue streams.
- **International Market Penetration** - Expanded presence across China, India, Singapore, Chile, and Southeast Asia, boosting brand visibility and distributor engagement.
- **Global Learning & Development** - Designed and launched a multilingual blended-learning platform for field teams, enhancing skills and performance worldwide.

Technical Environment

- **Tools / Technology Platforms** -
 - Sales enablement systems
 - Multi-ERP environments
- **Frameworks / Approaches** -
 - Enterprise-wide technology and process optimization
 - Integration to unify customer engagement and cross-selling capabilities