

Human Investment Advisory Announces Kevin Jarvis as Executive Vice President of Sales

A Veteran of the Computer Software & Services industry, leader in performance measurement, Balanced Scorecard, analytics, and econometrics sales campaigns.

ATLANTA, GA, USA, September 5, 2018 /EINPresswire.com/ -- Human Investment Advisory, Inc. announces the addition of a new key leadership position for the Company. Jim Villwock, President & CEO, reported the creation of the position of Executive Vice President of Sales to take responsibility over all direct sales.

Mr. Villwock is pleased to announce that James "Kevin" Jarvis has agreed to serve as the first Executive Vice President of Sales in the company. Kevin is a veteran of the Computer Services and Software industries, dating back to December 1979. After earning a Master's Degree in Economics from the University of North Carolina at Greensboro, Kevin accepted an entry-level position with The Service Bureau Company, a division of IBM that was sold to Control Data Corporation.



In 1983, Kevin moved to the Atlanta area, for the first time, to join the sales team at Management Science America, Inc. ("MSA"). After a successful "run" at MSA, Kevin chose several early stage software companies to take advantage of the "boom" that was taking place in the Atlanta Technology Industry. He left Atlanta for Chicago in 1992, to become the District Sales Manager for Ross Systems' Central Region. That office was in "last" in sales and profitability when Kevin arrived on the scene, but "first" nationwide by the time Kevin told them he was leaving to join PeopleSoft.

Kevin had the opportunity to become one of the leaders selected to market PeopleSoft's newest software products - financial and distribution applications, and became the Outstanding Salesperson of 1996. He broke two sales records the next year - the largest single contract (+\$20M), and the largest number of contracts over \$1M in one year (16). Kevin longed for Atlanta, and moved back in 1997, and PeopleSoft employed Kevin as an Enterprise Sales Manager for the Financial Services Industry. In this role, Kevin mentored salespeople and led the Performance Measurement/Balanced Scorecard Development Consortium of the World Bank, Bank America, USAA and State Farm Insurance

The synergy of Kevin's economics training and practical analytics took him to the Supply Chain/Logistics Software industry. As a member of an elite team of four salespeople at Manugistics, Kevin created domestic and international opportunities to employ the latest technology in virtual e-marketplaces at CEMEX (Mexico City) and the Healthcare Agency of the government of Italy (Milan). The performance analytics and technology allowed these (and other) clients to dramatically reduce the cost of their infrastructure by 30-40%.

In 2003, Kevin left the technology industry to become a college professor of Economics at the University of North Georgia and Lanier Technical College. He served as Coordinator of Evening Programs, from 2011- 2017, at the Forsyth Campus of Lanier Technical College. He will continue

to teach at UNG & Lanier Tech, intermittently, as he assumes his responsibilities at Human Investment Advisory, and continues his volunteer positions with the Technical Colleges of Georgia ("TCSG") as President of the Economics Consortium, with Glory Hope & Life, and with various mentoring opportunities through the Chambers of Commerce and his local church.

About Human Investment Advisory Inc.

Human Investment Advisory, Inc., provides business game-changing models by focusing on closing the strategic gaps between the CEO/Board and their people. This includes offerings that facilitate and advise on strategic leadership definitions and processes, implementing those leadership decisions throughout the organization and Human Resources, and showing employees how to become motivated, aligned, and engaged for both company and personal career success. HIA is also developing a strategic CEO application to help CEOs define the business people requirements required to become game changers in their industry and the CEO and Board level metrics required to support company-wide implementation, people governance, and sustainability.

Organizations interested in learning more about how Human Investment Advisory can provide HCM transformation strategic advisory services, management consulting implementations, and employee engagement improvements can contact Kevin Jarvis at Kevin@HIAdvisory.com or (470) 372-1632.

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