

Senior IT Leader Dr. Jason P. Vitelli Recently Featured on Close Up Radio

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EINPresswire.com/ -- Ask Dr. Jason P. Vitelli, DBA, what he does for a living, and the first thing he'll tell you is what he doesn't do.

"I'm not a salesman," explains Vitelli, a senior IT leader with three decades in tech sales, describing the reaction people have when they learn what he does. People hear "sales" and immediately picture someone angling to take advantage. Working with clients at one of the world's top five data storage and services companies, Vitelli has built his career by understanding what customers need and helping them run their businesses better. His team functions less like a vendor and more like an extension of the client's own staff.



That approach, he says, is what has kept him in the field for 30 years, away from a desk and out building relationships he says still surprise him with their depth. "When a prospect knows that you're not trying to sell, that you're trying to help, that's when trust takes hold."

Vitelli's career has run alongside a second, academic track. His doctoral research examined corporate social responsibility, specifically whether companies live up to the values printed in their mission statements. The findings disappointed him. In firm after firm, he explains, socially responsible branding turned out to be marketing rather than practice, disconnected from what employees actually did day to day. "There's a huge disconnect between what's real and what's vaporware and what's fake," he says, describing products re-branded and resold under new names while the substance underneath stayed the same.

Asked whether today's tech leaders live up to what they preach, Vitelli describes an industry split between genuine culture builders and executives who treat revenue as the only value. He counts himself among the former, sharing that he has walked away from companies when he sensed the latter taking hold.

On artificial intelligence, Vitelli's outlook comes with real caveats. He points to a recent full-body scan during a company physical, where AI-assisted dermatology screening flagged concerns a human might have missed, as a case where the technology delivers. His concerns center on AI deployed for surveillance or misuse of customer data, and on job loss, particularly in coding and technical careers. Asked whether the leaders currently steering AI's direction are the right people for the job, he points to Sam Altman and Nvidia chief executive Jensen Huang as figures who saw the shift coming years before it arrived, adding that new leaders will likely emerge as the field matures.

Management, Vitelli says, came with lessons nobody warned him about, chiefly the discipline of keeping emotion out of difficult calls and learning how to communicate differently with each person on a team based on what motivates them. He describes a formative early moment in his career when he was sitting in a boardroom during annual planning. That's when he realized advancement hinges less on individual performance and more on relationships and visibility at the senior level. His advice to someone starting a sales career today: keep learning, and stop assuming good work speaks for itself. "You have to advocate for yourself because nobody's going to do it for you in corporate



America," he shares.

Success, by his own account, has been redefined over three decades. Where it once meant financial independence, it now means dinners at home and being present with family. "It's not exciting anymore to work the hours I once did," he says. "I used to work 70 to 80 hour weeks, leaving no time left for family or friends. Canceling plans at the last minute had become routine, and travel kept me away more often than not," he explains. Finally realizing that pace simply wasn't sustainable, he changed the way he approached work.

Looking back, Vitelli traces his entire trajectory to one early decision: choosing a software technology job on Long Island over other offers. His first role was answering a technical support line. Away from the office, he is, in his words, "a die hard New York Yankees fan" who has been privileged to attend the team's fantasy camp.

About Dr. Jason P. Vitelli, DBA

Jason P. Vitelli is a senior IT leader with 30 years of experience in technology sales at one of the world's top five data storage and services companies. He holds a doctorate focused on corporate social responsibility and continues to work directly with enterprise clients on technology strategy and solutions, not sales.

Close Up Radio recently featured Dr. Jason P. Vitelli, DBA, tech leader, in an interview with Doug Llewelyn on Friday September 25th at 1pm Eastern

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