

TEAM OF EXPERTS

Stephen Winings PARTNER



Stephen Winings is a Partner of CTPartners, a premier executive search firm committed to performance, quality and results. Steve's quick comprehension of client needs, based on his diverse executive experience with companies at every stage of maturation, enables him to rapidly identify specific talent to drive growth.

A member of the firm's Technology Practice, Steve serves clients focusing in the commercial and public sector markets. He has provided consultation to software, wireless, internet, e-learning, and hardware companies as well as to professional services and information services organizations. Among his successful placements are CEOs, general management, CFOs and vice presidents responsible for key functions including sales, marketing, professional services and engineering. Steve's practice also includes a specialization in assisting emerging relatively small companies.

Experience in strategic executive roles with early-stage and mature technology organizations is the foundation for Steve's insightful evaluations and substantive consultation. While with Viacom, he was division president for Prentice Hall Information Services and division president of the New York Institute of Finance. Later he served as president and CEO, Technology Division, IIR, Inc.; vice president of marketing programs and business development, Software AG; and senior vice president of sales, marketing, and professional services, Versatility, Inc., an Oracle acquisition. Before entering search, Steve was WisdomWare, Inc.'s executive vice president, sales and marketing. Steve spent seven years at another major international search firm before joining CTPartners in 2006. He has completed over 200 searches.

Recently Steve was recognized as CTPartners' Leading Partner Worldwide for percentage of searches successfully completed and average time for search completion. He had also won the search completions time award at his prior executive search firm.

An All-American swimmer at his alma mater Bucknell University, Steve has served the business world and community at large through active participation in a number of organizations and programs. Among these are Potomac Officers Club, Mid-Atlantic Venture Association, Cooley Godward's Capital Call, and George Mason University's Century Club Grubstake program. He is a member of the Northern Virginia Technology Council board of directors and is very active in their "Hot Tickets" program. Steve is based in the firm's Washington, D.C. office.