

## Keith Block



Keith Block is the Founder and CEO of Smith Point Capital, an operator-led investment firm partnering with the highest quality enterprise software businesses to dramatically accelerate growth by utilizing best-in-class leadership, innovation and operating strategies. Block is currently an investor in and advisor to leading software companies such as Celonis, Klaviyo, JumpCloud, AssemblyAI, ZEDEDA and Virtualitics.

Block is the former co-CEO of Salesforce and served on its board of directors from 2013 to 2020 and as advisor to the CEO through May of 2020. During his time at Salesforce, the company more than quadrupled revenue to over \$20 billion. Prior to becoming co- CEO, Block was Vice Chairman and COO.

Block has led world-class go-to-market, consulting and product teams for over 30 years, with a focus on customer transformation and profitability. Prior to joining Salesforce, Block served as Oracle's executive vice president of North America Sales and Consulting, leading a multi-billion dollar sales and services business unit that achieved record revenue and margins during his tenure. He began his career at Booz Allen Hamilton as a senior consultant.

In 2018, Block and his wife Suzanne Kelley founded the Block Center for Technology and Society at Carnegie Mellon University. The Center focuses on addressing societal opportunities and challenges at the intersection of technology and policy, including the impact emerging technologies will have on the future of work, how artificial intelligence can be harnessed for social good, and how innovation in these areas can be more inclusive and improve quality of life for all. Block formerly served on the World Economic Forum's Information Technology Community as a Governor and was a member of the Business Roundtable.

# Carnegie Mellon University

Block is currently a member of the Board of Trustees of Carnegie Mellon University and is a member of the Board of Directors of State Farm Mutual. He is also actively involved with Boston Partners in Education, a nonprofit organization focused on enhancing the academic achievement and personal growth of Boston's public-school students.

Block holds a Master of Science degree in Management and Policy Analysis and a Bachelor of Science degree in Information Systems from Carnegie Mellon University.