

## James E. Thompson

### President

Jim is responsible for all of The InSource Group's operations, including sales, recruiting, finance and administration of the company.

Prior to joining The InSource Group, Jim served as Senior Vice President of HSM Equity Partners and as a consultant with various technology companies in the U.S. and Europe on acquisitions, operations and raising equity capital.

Jim has more than 24 years of experience as a Sales Executive and General Manager with a variety of IT services and consulting organizations. He has worked with numerous clients ranging from Fortune 100s to start-ups.

He began his career in sales working for the International Business Machines Corporation and was promoted through a succession of executive management positions.

In the late eighties, he was asked to establish IBM's International Marketing Office for the Asia Pacific Group, which was located in Tokyo, Japan. This role involved increasing sales, support and customer satisfaction for IBM's largest global clients and necessitated extensive coordination with Europe and the Americas.

In the early nineties, Jim was president of a boutique executive search firm specializing in senior information technology placements. In the late nineties, he was vice president and member of the executive committee of a privately held software services company with responsibility for 600 billable consultants and P&L responsibility for \$60M in revenue.

Jim holds a B.S. from the University of Texas at Austin.

A Dallas native and Jesuit College Preparatory School alum, Jim is actively involved in the cultural side of the city and is an avid sportsman. On weekends you will likely find Jim training with his hunter jumper or working with his Labradors. Jim is married and has two children. He and his wife share a passion for reading, running and travel.

