



Nick Pompeo

President
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Nick Pompeo is a technology growth executive with deep experience scaling high-growth companies, building go-to-market organizations, and leading enterprise sales. As a founding member of Looker's New York office, he led the North America East sales organization for more than five years, helping scale the office to 150+ employees and grow company revenue from \$15M to more than \$150M in ARR. Following Google's \$2.6B acquisition of Looker, he led integration strategy across the Looker and Google sales organizations.

He later led Sales & Go-to-Market within WestCap's Strategic Operators Group, partnering with portfolio companies to build sales organizations and accelerate growth, and continues to serve as a Strategic Advisor to the firm. Earlier in his career, he sold national television advertising for Fox News and Fox Business Network, negotiating more than \$36M in annual broadcast revenue.

He holds an MBA from Cornell University and a B.A. from the University of Kansas.

