

Executive Biography

Michael Snayd

Vice President, Global Sales Solutions



As the Vice President of Global Sales Solutions, Michael Snayd manages a global group of pre-sales subject matter experts who partner with the client to identify complex business requirements, then develop and demonstrate the appropriate mix of products and services for that client.

With more than 15 years experience in energy services and enterprise software sales, Snayd has extensive knowledge of the commodity management and trading industry. His background provides the perspective necessary to understand client processes and challenges, and tailor solutions to satisfy the need.

Prior to joining SolArc, Snayd held a number of executive positions in pre-sales and sales with SunGard Energy, Allegro Development and AmGas MidAmerican Energy. Most recently he was Vice President of North America Pre-Sales at SunGard Energy Systems, where he managed a team that assisted with client relationships, requirements gathering, negotiating and project implementation start-up.

Snayd attended the College of DuPage in Glen Ellyn, Illinois.

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