

TIM PAVLOVICH, M.S.

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Studies
Moody College of Communication
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updated September 2026

CMA 7.124
Jesse H. Jones Communication Center
2504 Whitis Avenue
Austin, TX 78712

EDUCATION

Saint Edward's University, Austin, Texas
M.S. Organizational Leadership & Ethics, May 2002
Baylor University, Waco, Texas
B.B.A. Marketing, August 1997

ACADEMIC APPOINTMENTS

2026—present The University of Texas at Austin, Moody College of Communication,
Department of Communication Studies, *Lecturer*

COURSES TAUGHT

The University of Texas at Austin (Jan 2026—present)
CMS 367S Sales Leadership and Tech — Spring 2026, Fall 2026

INVITED GUEST LECTURES

Delivered as an invited industry practitioner prior to faculty appointment.
2025 UT Sales Class (CMS 367S), CMB 2.104, February 5 — *host: Tom Clark*
2025 UT Sales Class, CMB 2.104, March 3 — *host: Tom Clark*
2025 UT Sales Class, CMA 3.120, September 8 — *host: Tom Clark*
2025 Professional Sales Program, Rowling Hall 5.420, September 15 — *host: Gerald Nemeroff*

INDUSTRY SPEAKERS RECRUITED AND HOSTED

Sourced, prepared, and hosted senior industry practitioners as guest lecturers in CMS 367S.
Eleven sessions across nine organizations; speakers appear at no cost to the college.
Intel — Mike Mariani (March 2026; October 2026)
Dell Technologies — Lexie Hluchanek (March 2026; October 2026, with Eli Shorrock and Evan Pavlovich)
Salesforce — team session (October 2026)
Gartner — Nicholas Thomas (August 2026)
49 Financial — Madeline Mason and Hayden Baker (February 2026)
DEX Imaging — Hayden Trepeck (March 2026)
Verkada — Joseph Belden (Spring 2026)
Steve Felice — senior executive session (October 2026)
Nicole Schulte (September 2026)

UNIVERSITY AND PROGRAM SERVICE***Accreditation***

2026 University Sales Center Alliance annual conference, Chicago, September 10–11.
Represented UT Austin with sales center directors and faculty from peer institutions in support of the program's annual accreditation maintenance.

Professional Sales & Business Development Minor, McCombs School of Business

2026—present PS&BD Minor lecturer sync, standing participant (semester planning and curriculum coordination)

2026 PS&BD Advisory Council, invited participant (annual sponsor governance body)

2026 PS&BD Minor Welcome Reception

Student recruitment and advising

2025—2026 Moody College and PS&BD Minor career fairs, six events across three semesters

Sales competition

2025 Completed program judges training (cohort included evaluators from Gartner, Motive, Verkada, Hershey's, and Texas Monthly)

2026 Competition team selection review; hosted competition pitch in class

Texas Undergraduate Sales Organization (TUSO)

2025—2026 Five engagements including formal mentorship matching and invited speaker sessions

INDUSTRY PARTNERSHIP DEVELOPMENT

2026 **Agentforce Day**, Salesforce Austin. Organized and opened a half-day applied AI program for approximately 60 UT students. Delivered the "Waves of AI" opening session and secured 18 Salesforce employee volunteers to staff demonstrations and a careers roundtable. Venue and catering donated.

2025—2026 Developed several corporate relationship with the PS&BD Minor, from introductions through student programming and sponsorship discussions (nine meetings).

2026 Represented the program in sponsor meetings with partner organizations.

PROFESSIONAL EXPERIENCE

2020—present **Salesforce**, Austin, Texas — *Account Director, Manufacturing*

Strategic account leadership for Salesforce's largest global manufacturing customers. Partners with C-level executives to build business cases modernizing sales, service, and digital operations.

2020—2024 **VMware**, Austin, Texas — *Global Account Manager (Client Director), Healthcare*

Director-level role coaching 60+ employees on sales strategy. Drove digital transformation at a Fortune 100 healthcare company, exceeding 130% of annual targets in first two years.

2004—2020 **Dell Technologies**, Austin, Texas and London, UK

Director of Sales, Industry Solutions Group, Austin (2017—2020). Led six sales teams as a manager of managers, delivering over \$300M in revenue. Led strategy and implementation of the company's first AI/ML-powered sales propensity tools.

Director of Sales, OEM & IOT Channel Program, Americas, Austin (2014—2017). Launched and expanded a \$500M OEM track for the Dell EMC Channel Partner Program; exceeded goal by more than 120% for four consecutive years.

Director of Sales, OEM Channel Partner Program, EMEA, London (2012—2014). Directed sales strategy across Europe, the Middle East, and Africa.

Services Sales Executive, Austin (2010—2012).

Account Executive, Austin (2006—2010).

Inside Sales Representative, Austin (2004—2006).

SERVICE AND VOLUNTEER

2005—present Truck Captain, Mobile Loaves & Fishes, Austin, Texas — 20 years delivering meals to food-insecure families