



Michael A. Knowles holds a bachelor's in marketing from the University of Central Florida and has an extensive background in business development, technology solutions, and real estate.

In his early career, he served in the lead role in standardizing Fortune 100 companies on Network Backup products. He worked with all levels of the decision making process from the technical staff doing product evaluations to upper management to help create Disaster Recovery Plans.

When he moved from Northern Virginia to Katy, Texas, he went to work for Pioneer Electronics to introduce their products to Compaq Computers. This newly created position was for the sole purpose of bringing products to Compaq where there had never before been a presence.

This long-term sales cycle called for developing relationships with every department involved: Engineering teams, management, procurement and worldwide logistics, in addition to being the U.S. interface back to HQ in Tokyo, Japan. Within 18 Months, Pioneer was shipping products and had successfully developed strategic relationships worldwide.

This success caught the attention of NEC Technologies management and he was offered an opportunity to bring NEC into Compaq with CD / DVD technology developed throughout their product line.

When Compaq was acquired by Hewlett Packard in 2002, he transitioned into the real estate industry, where he built a thriving business specializing in both Residential and Commercial Real Estate. Having the luxury of dealing with multiple countries and cultures with problem solving and communication has provided outstanding expertise and business acumen to deliver results for clients.