

## A.J. DeRosa

### Executive Vice President & Head of Global Sales

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A.J. is the Executive Vice President & Head of Global Sales at Orbital Insight. In his role, A.J. directs the company's global sales operations and supports the evolution of its go-to-market strategy.

A seasoned sales leader and startup executive, A.J. has more than 23 years of experience scaling enterprise software sales organizations in FinTech, government, insurance, and Fortune 500 firms.

Before joining Orbital Insight, he was a Senior Managing Director & Co-Head of Global Sales for Eze Software Group, where he was one of the first sales hires. During his 14-year tenure at Eze, he played a critical role in multiple private equity deals and an acquisition. He also served on the integration team for each company merger. Prior to Eze, A.J. worked for Financial Models Company and Thomson Financial (now Thomson Reuters).

A.J. earned his BS in Economics from Lehigh University and currently lives in New Jersey with his family. He is the proud father of four and his oldest son plays D1 baseball at Rutgers. Additionally, A.J. serves on the advisory board of MapD Technologies, an early-stage San Francisco technology company focused on database and visualization applications.



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## About Orbital Insight

Orbital Insight develops geospatial data analytics to help its clients unlock societal and economic trends at a global scale. We source petabytes of satellite, drone, balloon and other unmanned aerial vehicle (UAV) data. Using computer vision and machine learning technologies, we process and transform this data to enable businesses, governments, and NGOs to make better decisions.

Learn why Fast Company voted us one of the most innovative companies in 2017 and 2018 at [www.orbitalinsight.com](http://www.orbitalinsight.com).

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