



Kevin von Keyserling | Senior Vice President, Operations

■ Profile

Kevin von Keyserling is responsible for North American operations for Certified Security Solutions, Inc. (CSS). In this role Kevin oversees business development, marketing, and delivery for the company. As a member of the CSS leadership team, Kevin is the chief steward of company culture. Building on the company's culture of success, Kevin authored the *Ten Principles of Leadership*. These principles shape the people concepts and values that prevail and define what it's like to work at CSS. Of the 10 principles, Kevin's favorite is *creating a learning environment*. This principle helps individuals achieve their full potential.

When Kevin first arrived at CSS he led the development of the company's business expansion into the Midwest market. Kevin's success with the company is grounded in a deep commitment to taking care of clients. Ensuring that each client engagement delivers enduring value, and at the same time, having the courage to say no to engagements where that value can't be recognized. Today, Kevin's primary focus is executing CSS organic growth strategy.

Kevin brings over 17 years' experience in business development, operations, strategic planning, mergers & acquisitions, and international business. Prior to joining CSS, Kevin was Vice President of Sales for Relera Corporation, an Internet data center provider backed by venture capital. In addition, Kevin served as Vice President of Sales and Operations (Midwest) for Merrill Corporation. Kevin began his career at Kinko's where he rose to Director of Sales for the Southwestern and Mid-Atlantic United States.

Personal Highlights

- ▶ Kevin resides in Cleveland, Ohio with his wife Aimee and two children John and Ryan.
- ▶ An avid ice hockey fan—he keeps a puck on his desk in Cleveland and rarely misses his sons' hockey games.
- ▶ Swims regularly, and when time permits, works in a round of golf.
- ▶ Loves music—preferably live music in a wide range of venues.
- ▶ Kevin serves on several advisory councils and is the CSS executive sponsor to the Microsoft Corporation.

Related Links

- ▶ www.css-security.com/culture

Contact

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