Jon Winsett attended Georgia Tech in the late 1980’s where he graduated from the school of Management (now the School of Business) in 1989 on Dean’s List. He initially intended to pursue a career in Finance but ultimately turned down an offer with Merrill Lynch to instead take an opportunity selling IBM hardware to European customers. In the mid-90’s, he moved from computer hardware to enterprise software where he joined a startup called Seagull Software. Learning the ropes in an entrepreneurial environment, he tackled many roles for many years; from Senior VP of Sales, to opening and operating the UK branch office for Seagull.

After Seagull went public, Jon left and founded NPI Financial, where he has grown the company from 2 people to over 50 team members with over 450 customers, such as GE, Morgan Stanley, Boeing and Sony. NPI has become the Kelley Blue Book for enterprise technology, serving the Fortune 500 and protecting Corporate America from overspending with vendors such as Microsoft, Oracle and SAP. NPI has won numerous awards including Best Places to Work in Atlanta for two years running. Jon shares his perspective on spend management as a frequent contributor to major news outlets such as CNN, Fox and CNBC.

On the personal front, Jon is an avid helicopter pilot and an active participant in Atlanta’s philanthropic community. He keeps his entrepreneurial instincts sharp by real estate investing and being a part-time restauranteur.