



ABOUT THE AUTHOR

Sean Duclaux serves as PROS Director, Industry Marketing. He is responsible for the development of the company's go-to-market strategy, and positioning of its Service Parts pricing and revenue management product portfolio.

Prior to joining PROS, Duclaux held leadership positions in enterprise software companies, including AspenTech, BMC Software and Empirix. Throughout his career, he has worked in diverse roles, from product management, marketing, program management, R&D and operations, where he developed a strategic vision to define market-focused solutions and executed go-to-market programs.

Duclaux earned an MBA from the University of Houston; an M.S. in computer science from the University of New Orleans and a B.S. from Spring Hill College.