



**Michelle Carbone**

*Senior Vice President, Operations  
BMC Software*

**Michelle Carbone** is the senior vice president of operations for BMC Software, Inc.

Michelle joined BMC as a financial analyst for R&D, progressed through several roles as a finance director supporting Professional Services, Marketing, and Sales, and was then promoted to vice president of sales operations for BMC's largest business unit. As head of this group, she transformed it into Strategic Revenue Operations, a modern function covering global sales operations, sales enablement, automation and analytics, and the revenue office, which encompasses renewals, best practices and the deal desk. While in these roles, she was a key contributor to the company's transition from public to private in 2013, and in the ownership transition to KKR in 2018.

Michelle is executive sponsor for BMC's Women in Technology and Business group, a grassroots initiative which promotes networking, growth, education, and community outreach. She is also an executive sponsor and personal supporter for BMC's participation in Susan G. Komen.

Michelle has a bachelor's degree in business administration and accounting from Houston Baptist University.