

Kent A. Greenes
Founder & President, Greenes Consulting



Kent has worked internationally in a variety of executive, operations, technology and business renewal roles in the energy and engineering industries. Recognized internationally as a pioneer in Knowledge Management (KM), Fortune Magazine identified him in 1999 as the world's leading money-maker in the field due to his business impact in British Petroleum. Along with Jack Welch and Michael Dell, Kent was recognized as one of the top twenty knowledge leaders in the world by the Teleos 2000 Most Admired Knowledge Leaders survey.

Kent worked in BP for 17 years where he started as a geophysicist and progressed through a variety of operations and management positions, from developing oil fields to managing special projects. He initiated and directed BP's global Virtual Teamwork (VT) Program, which received an award in the 1997 Computerworld Smithsonian Awards. Under his leadership as Head of Knowledge Management, BP received their first Most Admired Knowledge Enterprise (MAKE) Award and has been a recipient ever since 1998.

Kent joined SAIC as their CKO from 1999 to 2006 and built a highly successful KM consulting practice in the public and private sectors. His clients included Saudi Aramco, Unocal, Nexen, Amerada Hess, British American Tobacco, Frito Lay, Entergy, Johnson & Johnson, the US Army, Navy, and Air Force and the U.S. Northern Command (NORTHCOM). Kent also led SAIC's first internal business transformation program, where he introduced and integrated Six Sigma practices with KM to result in millions of dollars of improved cash flow. In addition, SAIC received their first MAKE Awards in 2005, winning in both the North America and Global categories. Kent is the only person in the world to have led more than one company to this coveted award.

Kent started his own KM consulting practice in 2006. His recent clients include British Aerospace National Security Agency, PricewaterhouseCoopers, Save the Children, Towers Perrin, the U.S. Army, NASA, MBIA, Northrop Grumman, The Conference Board, Acquisitions Solutions, Kuwait Petroleum Company and the Defense Intelligence Agency.

Kent's experience and insights in KM have been documented in magazines and over twenty books, including: Company Command: Unleashing the Power of the Army Profession; The Wealth of Knowledge: Intellectual Capital and the Twenty-first Century Organization, Performance Through Learning, Lost Knowledge, Simplicity, Learning to Fly, The Knowledge Engine, Lost Knowledge and Knowledge Capital. Kent has also appeared on the Bloomberg Financial Network and several other television programs.

Kent is Executive in Residence at George Washington University and on the faculty at California State University at Northridge. He is the Program Director for the Conference Board's Learning & Knowledge Management Council and is co-leading their research working group on Multi-generational Knowledge Transfer. Kent is on the advisory boards of Tomoye, KMPRO, and the U.S. Army Battle Command Knowledge System, and on the editorial board of the Journal of Knowledge Management. He holds a B.S. Degree in Geosciences from Kent State University and a M.S Degree in Geophysics from University of Arizona. Kent also completed the Executive Program from J.L. Kellogg Graduate School of Management, Northwestern University.