



Ron Fleming is an accomplished business development leader with more than 20 years of experience delivering exceptional sales results for various Fortune 100 companies and trade associations in the connected smart home, consumer electronics, and construction industries.

As a sales and marketing strategist, he excels at driving profitable market share growth with a passion for mentoring high-performance sales teams that focus on relationship and solution selling.

Fleming is the Vice President of Business Development for Gauge, an Indianapolis-based provider of cloud-based asset management solutions.

He discovers new sales channels and approaches to increasing sales by conducting competitive analysis, gathering customer insights, and creating unique partnerships and compelling value propositions for customers.

Before joining Gauge in 2019, Fleming was the Vice President of Business Development for the Custom Electronics Design and Installation Association (CEDIA). He increased the association's revenue 124 percent over 5 years and new membership in the organization by more than 200 percent.

Throughout his career, Fleming also served in various roles with General Electric, RCA, and Thomson/Technicolor, where he led the RCA/GE audio video division for the Americas.

Fleming holds a Bachelor of Science in Business Administration and Marketing from Ramapo College of New Jersey.