

CRN WOMEN *of the* CHANNEL

Exceed Your Goals And Imagine Next With Ingram Micro



The role of the channel partner has never been more important to the continued success of companies worldwide. To help educate and empower our channel partners, Ingram Micro is adding more financial, market, sales, solutions and emerging technology expertise to our team, as well as welcoming more resources to support storytelling and digital marketing, collaborative sales, in-depth education and training options, as well as field-based technical support and customized financial services.

Our goal is to grow together. And our ask is to simply imagine next. What more do you need to scale your success? These seven sensational executives are spearheading a number of strategic initiatives to help you grow your business in ways you never imagined possible.



Jennifer Anaya
Vice President, Marketing

“Agency Ingram Micro is changing the conversation for our channel partners and giving them the confidence, creativity, collaboration and content needed to market their businesses effectively in person, over the phone and online.”

POWER100



Renée Bergeron
Senior Vice President,
Global Cloud

“Ingram Micro Cloud’s new Cloud Awesomeness Roadmap provides channel partners with an honest look at where they are with their cloud practices and offers them a proven path to achieve ‘cloud awesomeness’ with the help of Ingram Micro.”

POWER100



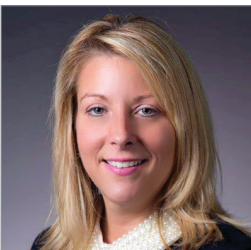
Kelly Carter
Vice President, Finance

“Our new financing options influence the buying decisions, speed up the customer sales and technology refresh cycles around IT hardware, software, and solutions, and accelerate our channel partners’ cash flow.”



Sabine Howest
Vice President, Global Vendor
Engagement

“By sharing best practices and collaborating across all our geographies, we are accelerating our vendors’ and channel partners’ success on a local and global scale.”



Holly Hartman-Niedzielski
Director, Event Marketing and Partner
Communities

“Channel partners involved in Ingram Micro’s Trust X Alliance and SMB Alliance partner communities, as well as our Mastermind groups, are growing faster, working smarter and leading the market.”



Susan O’Sullivan
Vice President, U.S. Sales

“Operating as ONE Ingram Micro, we are making it easier for our channel partners to take advantage of the business resources Ingram Micro offers to enhance their experience, as well as their customers’ experiences.”



Jennifer Walcott
Executive Director, Marketing

“With data insight and defined goals, we are working with our vendors to help our channel partners embrace new models and markets while maintaining and growing their customer base.”



For more information, visit imagine.next.com.