

Dustin J. Hanson

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Work Experience: **Intel Corporation** Oct 2016 – Present
Global Account Manager, Channel Scale & Partner Organization

Global Account Manager for World Wide Technology (WWT), Intel's largest National System Integrator data center partner (\$14B annual revenue), driving all aspects of marketing, technical enabling, and business development – focused on AI/Analytics, Cloud, telco, edge, and IoT.

- Developed “Go-Big” plan with WWT established in 2019 to grow to \$1B of Intel consumption revenue in five years.
- Tripled growth in 4 years to over \$550M in annual Intel sales, 46% YoY growth in 2020.
- Over-achieved for the past 5 years - 200% quota attainment in 2020, 190% in 2019.
- Established high-growth 3-way partnerships with OEMs (Dell, HPE, Cisco), CSPs (AWS, Google, Microsoft Azure), and ISVs (VMware, Red Hat, and SAP).
- Managed high-level executive relationships with multiple WWT partner executives, spanning sales, technical, marketing, as well as president, and CEO.
- Created business process and MOU arrangement for funded resources at WWT spanning engineering, business development, marketing, IoT, and cloud.
- Helped WWT establish and grow their cloud practice on Intel with marketing, programs, funded resources, and technical enabling to establish best-known cloud configurations on Intel instances.
- Established Intel as top marketing partner for WWT, with alignment across their digital platform and close coordination with Intel Global Marketing leadership.
- Managed a cross-org, cross-functional team of over twenty team members to drive all aspects of the joint business.
- Oversaw vertical sector growth in telco, public sector, healthcare, global financial, industrial, and retail.
- Drove the partnership and alignment in international markets including telco for EMEA, as well as financial services in APJ.
- Established technical enabling partnership for early access development in the WWT Advanced Technology Center, acceleration of Intel Select Solutions, and time-to-market launch of new Intel data center portfolio products.
- Lead the teams to 5 consecutive “Partner of the Year” awards across telco, public sector, data center growth, and community service.
- Spearheaded massive Puerto Rico community relief effort jointly with Intel and WWT teams to deliver computers and training to 30 schools rebuilding after the hurricanes.

Intel Corporation Aug 2005 – Oct 2016
Business Development Manager, Influencer Solutions Group

- Managed business development with 25+ F500 enterprise, healthcare, government and education accounts, and a territory of 7 states in the Upper Midwest - regularly over-achieving on an Intel revenue quota of \$60M annually.
- Managed solution sales for Intel's various product groups interfacing with CXO, IT Directors and line of business managers to influence preference for all Intel architecture-based solutions at accounts like Mayo Clinic, MasterCard, Anheuser Busch, Monsanto, Express Scripts, Emerson, and many others.
- Managed multiple complex partner relationships with various healthcare and IT partners throughout the region to drive Intel preference - including software vendors, hardware OEMs, Value Added Resellers and System Integrators.

Intel Corporation

Feb 2003 – Aug 2005

Vertical Industry Solutions Marketing Manager - Manufacturing

- Managed US sales and marketing strategy for Intel's top manufacturing end-user customers – automotive, aerospace, and high-tech manufacturing and drove sales programs resulting in revenue over \$50M annually.
- Managed US demand generation, sales programs, and support of several customer engagements for Intel's US manufacturing vertical industry.

Intel Corporation

Oct 1998 – Feb 2003

North America Sales and Marketing Program- TSE/MTE and Partner Program Manager

- Managed the development and execution of multiple enterprise partner sales programs in North America between Intel and Microsoft, HP, Oracle, VMware and SAP, as well as several of our key system integrators.
- Managed a \$5M sales program budget in North America generating over \$46M in incremental HP server revenue and 20 key end-user wins (“Sunburn Program” and “Lighthouse Gold” program).
- Account manager for Intel's Online Services organization selling managed hosting solutions
- Developed and executed several marketing programs with OEMs and end-users during the Pentium III launch and ramp program.

Georgia Tech Packaging Research Center

June 1997 – Sept. 1998

Undergraduate Research

- Worked on development team designing, manufacturing, and testing multi-chip modules

Education:**Georgia Institute of Technology**

Bachelor of Electrical Engineering, September 1998, Specialization in Computer Systems

Technical:

Experience in internet and web solutions development. Programming Experience: HTML, PHP, ASP, SQL, Java/JavaScript