

Dustin J. Hanson

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- Work Experience:**
- Intel Corporation** July 2022 – Present
Director, National System Integrator Team, Channel Scale & Partner Organization
- Managed the US partner and scale team covering all Intel System Integrator partners, responsible for \$1.8B of Intel consumption revenue for Intel across data center, cloud, networking, edge, and client computing.
 - Coordinated with the team on managing executive relationships as well as technical enabling, co-marketing and sales development with US system integrator partners.
- Intel Corporation** Oct 2016 – Present
Global Account Director, Channel Scale & Partner Organization
- Global Account Manager for World Wide Technology (WWT), Intel's largest System Integrator partner (\$14B annual revenue), driving all aspects of sales, marketing, technical enabling – focused on data center solutions, AI/analytics, cloud, telcom, edge, and IoT.
 - Executed “Go-Big” plan with WWT established in 2019 to grow to \$1B of Intel consumption revenue in five years. Accomplished in three years (2022).
 - Over-achieved for the past 6 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 and Red Hat).
 - Managed high-level executive relationships with WWT partner executives, spanning sales, technical, marketing, as well as president, and CEO.
 - 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-company, cross-org, cross-functional team of over 20 team members to drive all aspects of the partnership.
 - Drove vertical sector growth in telcom, public sector, healthcare, global financial, industrial, and retail industries.
 - Drove international partnership in markets outside US, including EMEA and APJ.
 - Established technical enabling partnership for solution development in the WWT Advanced Technology Center, for supporting release of new Intel data center portfolio products.
 - Community Impact – in 2017-18 I spearheaded [Puerto Rico community relief effort](#) jointly with Intel and WWT to deliver computers and training to 30 schools rebuilding after the hurricanes. In 2022, lead [Intel-WWT involvement in Portable Connectivity Container solution](#) for citizens of Ukraine.
- Intel Corporation** Aug 2005 – Oct 2016
Business Development Manager, Influencer Solutions Group
- Managed business development with 20+ 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 Rotation 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.
- 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 /
Certifications:**

Georgia Institute of Technology

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

University of Pennsylvania – The Wharton School

Certification: Business Essentials for Executives, December 2019

Certification: AWS Certified Cloud Practitioner, July 2021

Certification: AWS Partner: Accreditation (Business), June 2021

Skills:

24 years of business / technical sales experience, building and managing executive-level relationships and partnerships

- Strong leadership skills, including the ability to motivate and delegate effectively.
- Strategic thinking skills, including the ability to identify and analyze market trends and make informed business decisions.
- Skilled in partner and vendor management, including the ability to negotiate contracts and resolve conflicts.
- Strong background in marketing and sales, including the development and execution of marketing plans and the creation of sales campaigns.
- Financial management skills, including the ability to manage budgets, track expenses, and make sound financial decisions.
- Excellent communication skills, including the ability to write clear and concise communications and reports, and ability to deliver effective presentations and lead executive meetings.
- Experienced in project management, with the ability to plan, organize, and track progress on multiple initiatives.
- Problem-solving skills, including the ability to analyze data, think critically, and develop creative solutions to challenges.
- Technical / programming experience: HTML, PHP, ASP, SQL, Java/JavaScript