

Dustin J. Hanson

573-256-9787 | dustin@dustinhanson.com
www.linkedin.com/in/inteldustin
www.dustinhanson.com

Work Experience:

Intel Corporation, Santa Clara, CA

June 2024 – Present

Chief of Staff and Technical Assistant

- Served as Chief of Staff and Technical Assistant to Intel's Chief Revenue Officer, leading operating cadence and strategic execution across Sales, Marketing, and Technical Enablement for Intel's global customers and partnerships.
- Led cross-functional account and go-to-market planning across 100s of strategic customers and regions, advancing millions of dollars in qualified pipeline, improving forecast accuracy by 20%, and accelerating high growth deals across the globe
- Streamlined Sales operating processes during a major business transformation, improving reporting/decision/action-closure cycle time by 50%, while supporting the CRO through Intel's turnaround, four quarters of growth, and a record \$16.1B in Q2'26—up 25% year over year and largest growth in 15 years.

Intel Corporation

Oct 2016 – June 2024

Global Account Director, Channel Scale & Partner Organization

- Global Account Manager for World Wide Technology (WWT), Intel's largest System Integrator partner (\$20B annual revenue), driving all aspects of sales, marketing, technical enabling – focused on data center solutions, AI/analytics, cloud, telecom, 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 telecom, 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 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, led [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 /

Georgia Institute of Technology

Certifications: Bachelor of Electrical Engineering, Sept 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:

28 years of enterprise technology sales and executive leadership at Intel, spanning field sales, partner GTM, and CRO chief-of-staff operations.

- Operating cadence and cross-functional execution for a multi-billion-dollar global sales organization — architected the reporting/decision/action-closure process during Intel's transformation, cutting cycle time by 50%.
- CRO-level executive communications and board-ready reporting — trusted advisor translating sales, marketing, and technical strategy into executive and board-level narrative.
- Global partner P&L and ecosystem management — grew Intel's largest System Integrator partnership (WWT, \$20B revenue) from \$200M to \$1B in consumption revenue in three years, two years ahead of plan.
- Cross-functional and matrixed team leadership — led a 20+ person cross-company, cross-org team spanning sales, marketing, and technical functions to drive a single strategic partnership.
- Multi-region go-to-market strategy — directed partnership growth across North America, EMEA, and APJ, and built vertical strategies across telecom, public sector, healthcare, financial services, and industrial.
- Complex ecosystem orchestration — built and managed three-way partnerships spanning OEMs (Dell, HPE, Cisco), hyperscalers (AWS, Google, Microsoft Azure), and ISVs (VMware, Red Hat).
- Forecast accuracy and pipeline governance — improved forecast accuracy by 20% and advanced millions in qualified pipeline across 100s of strategic global accounts.
- Consistent quota over-achievement at scale — 200% attainment (2020), 190% (2019), and six consecutive years above target on multi-hundred-million-dollar revenue responsibility.
- Executive relationship management — manages C-suite, president, and CEO-level relationships with partner and customer organizations.