



MEET

KATIE HUGHES

SUPER POWERS

- *CISCO SERVICES*
- *RESOURCEFUL*
- *GREAT PROBLEM SOLVER*
- *COMMERCIALLY AWARE*
- *EXCEPTIONAL RELATIONSHIP BUILDER*
- *GREAT PROFESSIONAL MANNER*

GREAT KNOWLEDGE IN

ICE BREAKER REPORTS

INTERPRETING DATA, FORMULATING NEW CONTRACTS AND IDENTIFY NEW OPPORTUNITIES

TOTAL PROGRAM VIEW (TPV)

HELP PARTNERS TO MAXIMISE THEIR REBATES FROM CISCO, KEEP UP TO DATE WITH ALL CUSTOMER CONTRACTS

PARTNER RELATIONSHIPS:

- OPPORTUNITY DEVELOPMENT
- PIPELINE MANAGEMENT
- SALES TEAM LIAISON

KNOWS THE RIGHT PEOPLE IN THE RIGHT PLACES!

WILL HELP OWN AND DRIVE CISCO SERVICES BUSINESS PLAN

OWNS AND EXECUTES OUR CISCO SERVICES GO TO MARKET STRATEGY

SPEARHEADING THE FIRST INGRAM MICRO UK WOMEN IN TECHNOLOGY COMMUNITY

THINGS YOU DIDN'T KNOW

- *LOVES A ZOMBIE EXPERIENCE*
- *A REAL FOODIE*
- *A GIRLY EXTERIOR WITH A TOMBOY ATTITUDE AND A HEART OF GOLD*



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