



6 Hitachi Vantara Executives You Need To Know

Hitachi Vantara employs

thousands of people, but for partners, there are a few key executives they should know to make the most of their relationship with Hitachi Vantara. These executives, both long-term employees and those who've recently joined, have put a greater focus on partners than ever before.

MIKE WALKEY



A 13-year Hitachi veteran, Mike Walkey is the senior vice president of the Hitachi Vantara Strategic Partners & Alliances organization. His primary focus is on building a partner and alliances ecosystem that offers the unique capabilities, solutions and services that, in conjunction with Hitachi industry expertise and

innovative solutions, will enable customers to better leverage the data of tomorrow to drive desired business outcomes. Prior to Hitachi Vantara, Walkey held leadership roles at Flextronics International, buy.com and Ingram Micro.

"Like Hitachi Vantara, many of our partners are going through transformations of their own. Regardless of whether partners are interested in data center modernization, data governance or data analytics, we see tremendous opportunities to work together. Together, we can do more and win big."

JOHN TZIOUFAS



John Tzioufas joined Hitachi Vantara in September 2018 as senior vice president and general manager of the Americas. He is responsible for accelerating revenue growth, expanding customer relationships, building stronger partnerships, securing new accounts, and delivering business outcomes for customers in the United

States, Canada and Latin America using Hitachi Vantara solutions and services. Previously, Tzioufas held leadership roles at partner-friendly organizations like Red Hat and Hewlett Packard.

"Our executive leadership team understands how critical partners are to our strategy and our ambitious growth objectives. For Hitachi Vantara to be successful, partners must be an integral part of the sales fabric, not an afterthought."

KIMBERLY KING



A key leader within the Strategic Partners & Alliances organization, Kimberly King, as the vice president of Global Partner Strategy and Programs, is focused on helping Hitachi Vantara establish and grow strategic partnerships that create a competitive market advantage for the organization and revamping the partner

program, shifting it away from a transactional, hardware-based program to a value-based program. Prior to joining Hitachi Vantara in January 2018, King amassed more than 20 years of channel experience at organizations like Progress Software and, between 2010 and 2017, has been recognized as a CRN Channel Chief eight times and a CRN Power 100 Woman of the Channel five times.

“When we revamped our Hitachi Vantara Partner Program in April 2018, we were focused on increasing flexibility and agility, maximizing profitability, improving self-service and automation for our partners. More than ever, our leadership team is committed to delivering these benefits for our ever-growing partner ecosystem.”

DENNIS DEANE



The company's vice president, Global Systems Integrators, Dennis Deane is responsible for driving sales and expanding joint go-to-market collaboration with Hitachi Vantara's Global System Integrator (GSI) partners. He joined the company in May 2018 from Hewlett Packard Enterprise where he held several positions over his

eight-year tenure, including vice president for Worldwide Strategic Alliances & Partners and vice president & account general manager in Global Sales.

“Hitachi has built its name on partnering closely with organizations to realize the transformative power of their data and achieve desired business outcomes. Together with our GSI partners, we will continue to jointly identify transformation opportunities and collaborate with mutual customers for data center modernization; data management, governance, analytics; as-a-service consumption, IoT and industry solutions and services.”

JAY MCGLOIN



Responsible for Partners & Strategic Alliances sales for Hitachi Vantara in the Americas, Jay McGloin's primary focus is on developing and executing an Americas go-to-market strategy that will accelerate sales for Hitachi and its partners—from infrastructure and cloud through analytics and IoT. McGloin leads a team

of business development managers focused on healthcare, IoT and analytics, leveraging Hitachi's growing ecosystem of partners, distributors and global system integrators with strategic industry-based solutions. Prior to joining Hitachi in July 2001, McGloin held sales leadership roles at SanDisk and NetPliance and spent 10 years at Canon Computer Systems.

“With our partners, we work to develop a digital transformation path for our mutual customers by helping them store, enrich, analyze and monetize their data to achieve their business outcomes. Our goal is to provide better customer experience, operational efficiencies and new business models.”

KAREN GRIFFITH



With 20+ years of experience in partner and solutions marketing, Karen Griffith holds the role of Director of Global and Americas Partner Marketing. Griffith is responsible for developing and implementing the global partner marketing strategy. Griffith and her team develop and execute partner marketing

programs/enabement and partner communications across the diverse Hitachi Vantara partner ecosystem.

“Hitachi Vantara and our Partners are well positioned to help our joint customers transform their business and leverage their data more effectively. We are excited to work collaboratively with our partners to bring our solutions to market to address our customers' needs.”