**Best Pre Sales Leader**

Please provide a brief background of the person you are entering including his levels of experience and any specialist skill sets

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Any little quality of the person which would be interesting to hear about.

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Outline the success of the person in terms of vendor’s presentation of products to the partners or customers in 2016. Please use partner/customer feedback to illustrate this

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Highlight examples where he has effectively communicated with customer to develop a successful product strategy resulting in strong channel sales

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Highlight an example where he has worked with a partner team to win a key piece of business.

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Please provide testimonials, both customer and reseller

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