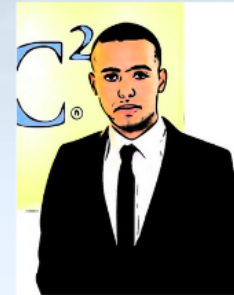
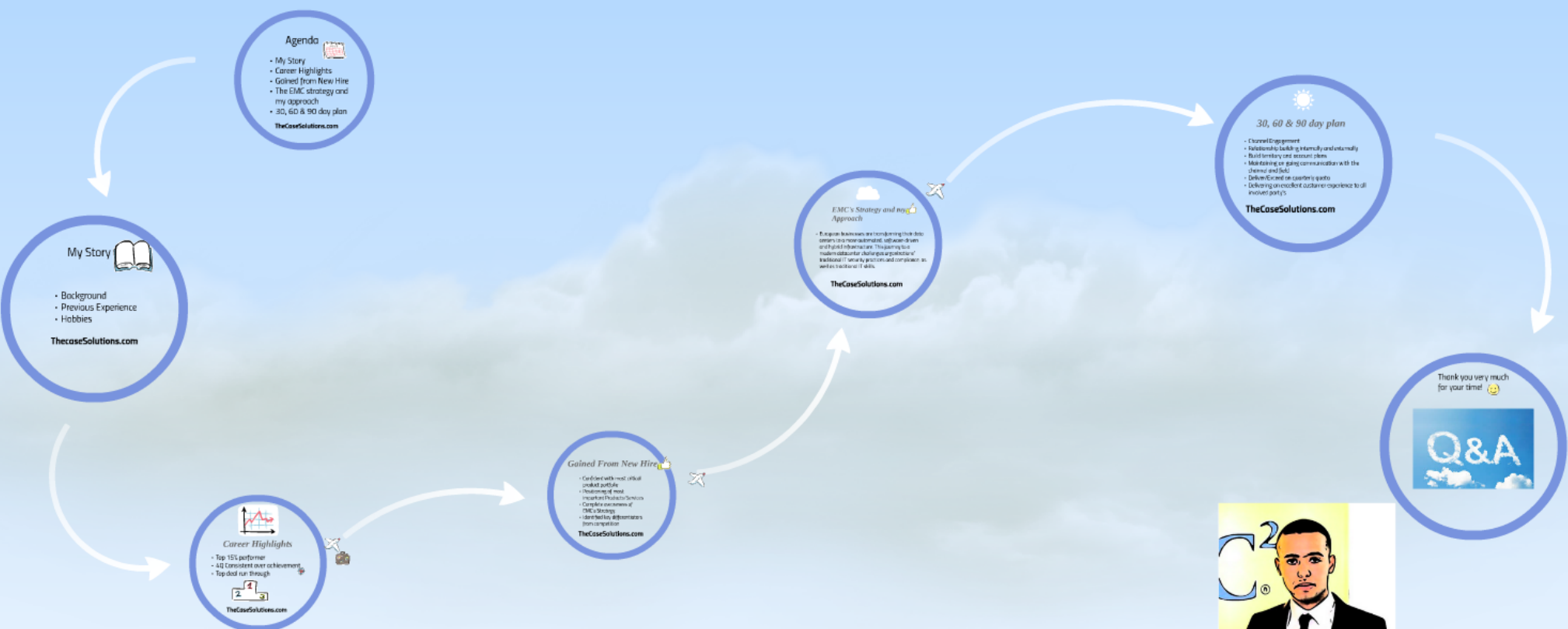


# Nimble Storage: Scaling Talent Strategy Amidst Hyper-Growth

## Thecasesolution.com

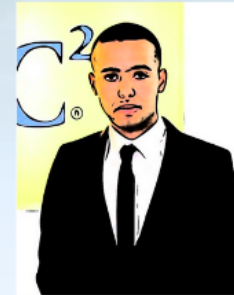


Nimble Storage



# Nimble Storage: Scaling Talent Strategy Amidst Hyper-Growth

## Thecasesolution.com



Nimble Storage

# Agenda



- My Story
- Career Highlights
- Gained from New Hire
- The EMC strategy and my approach
- 30, 60 & 90 day plan

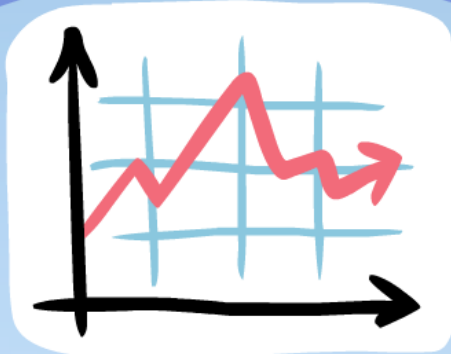
**[TheCaseSolutions.com](http://TheCaseSolutions.com)**

# My Story



- Background
- Previous Experience
- Hobbies

**[ThecaseSolutions.com](http://ThecaseSolutions.com)**



## *Career Highlights*

- Top 15% performer
- 4Q Consistent over achievement
- Top deal run through



**TheCaseSolutions.com**



## *Gained From New Hire*



- Confident with most critical product portfolio
- Positioning of most important Products/Services
- Complete awareness of EMC's Strategy.
- Identified key differentiators from competition

**TheCaseSolutions.com**





## *EMC's Strategy and my Approach*

- European businesses are transforming their data centers to a more automated, software-driven and hybrid infrastructure. This journey to a modern datacenter challenges organizations' traditional IT security practices and compliance, as well as traditional IT skills.

**TheCaseSolutions.com**



## *30, 60 & 90 day plan*

- Channel Engagement
- Relationship building internally and externally
- Build territory and account plans
- Maintaining on going communication with the channel and field
- Deliver/Exceed on quarterly quota
- Delivering an excellent customer experience to all involved party's

**TheCaseSolutions.com**