

Agenda

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

My Story

- Background
- Previous Experience
- Hobbies

Career Highlights

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

Gained From New Hire

- Confident with most critical product portfolio
- Development of most important Products/Services
- Complete awareness of EMC's Strategy
- Identify factors differentiators from competition

EMC's Strategy and my Approach

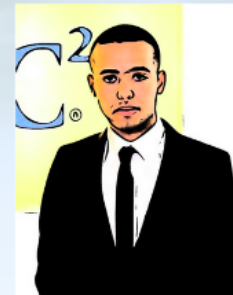
- Engage businesses and technology that sets centers to be operational, software-driven and digital infrastructure. This journey to build modern customer challenge a portfolio of traditional IT service practices and compliance in order to achieve IT goals.

30, 60 & 90 day plan

- Channel Engagement
- Relationship building internally and externally
- Build territory and account team
- Maximizing on going conversation with the channel and S&C
- Deliver/Exceed on customer's quota
- Delivering an excellent customer experience to all involved parties

Thank you very much for your time! 😊

Q&A



Nimble Storage

Jabulane Sekano

ISR Mid-Market Netherlands



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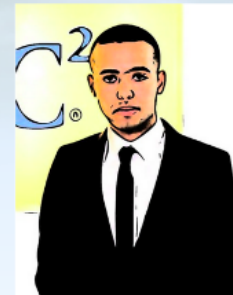
- Engage businesses and technology into data centers to maximize demand, software & with on digital infrastructure. This journey to cloud modernization, challenge a portfolio of traditional IT service practices and compliance in order to achieve IT goals.

30, 60 & 90 day plan

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- Relationship building internally and externally
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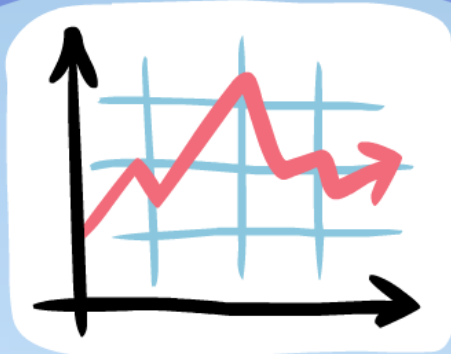


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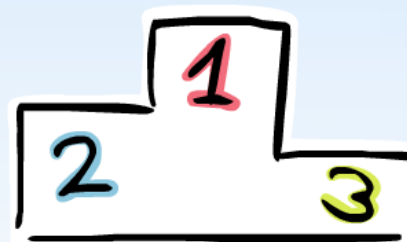


- Background
- Previous Experience
- Hobbies



Career Highlights

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



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





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.



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