

Sales Territories & Contact Information
Strategic Partner Manager Team

MicroCorp's team of Strategic Partner Managers boast an average of 20 years of channel experience.

Engaging with Strategic Partner Managers

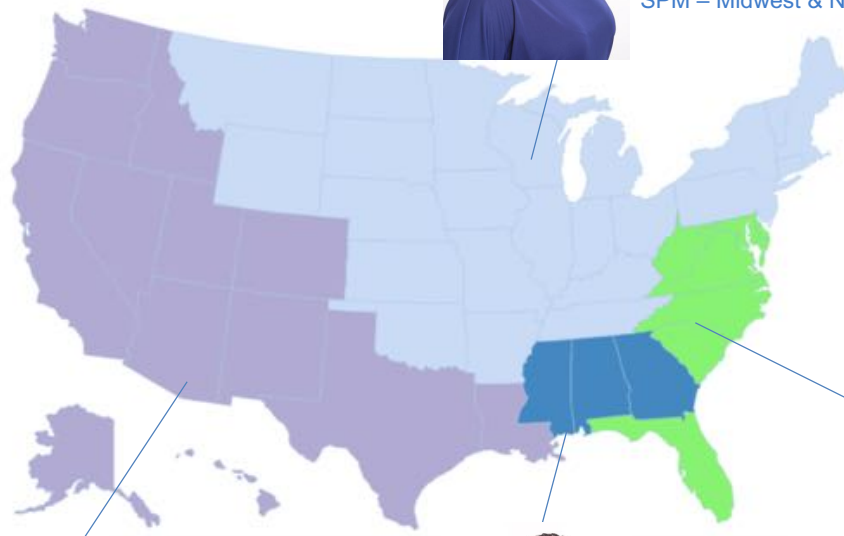
- Introductions to MicroCorp partners
- Providing new partner leads
- Arranging local events
- Managing complex sales



Chris O'Brien
VP of Sales



Erica Hering-Kovacs
SPM – Midwest & Northeast



Monica Lester
SPM - Southeast

Strategic Partner Manager
West/Southwest
POSITION OPEN



Cyndie Briggs
National Partner Manager

Chris O'Brien	VP of Sales	678-810-0285	chris.obrien@microcorp.com
Cyndie Briggs	National Partner Manager	678-810-0289	cynthia.briggs@microcorp.com
Erica Hering-Kovacs	Strategic Partner Manager – Midwest, NE	513-280-4116	erica.hering@microcorp.com
Monica Lester	Strategic Partner Manager - Southeast	678-810-0282	monica.lester@microcorp.com

The Support Team

Sales Support – Operations – Commissions – Engineering



Eve Hoffman
Manager of Partner Support
eve.hoffman@microcorp.com
678-810-0290

Partner Management Team

LaKisha Billings - PM	678-810-0305	lakisha.billings@microcorp.com
Gordon Kracoff - PM	678-810-0279	gordon.kracoff@microcorp.com
Mary Loeffler - PM	303-928-3447	mary.loeffler@microcorp.com
Trina Tharpe - PM	770-865-0949	trina.tharpe@microcorp.com
Bob Wagner - PM	678-810-0299	bob.wagner@microcorp.com

Engaging with Partner Managers

Partner managers have a named list of assigned accounts. Providers should engage with all partner managers for the following:

- Introductions to MicroCorp Partners
- Managing quotes and sales
- Escalations
- Developing partners

Additional Contacts

Director of Operations	Kim Goolsby	kim.goolsby@microcorp.com 678-810-0295
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Commissions	Commission Team	teamcomm@microcorp.com 770-649-1919
Solutions Architect	Chris Donlan	chris.donlan@microcorp.com 678-810-0314
Nautilus & Convey Submissions	Spiffs, promos, trainings, events, contact info	carrierinfo@microcorp.com