

**YOUR INNOVATOR.** DROVE GO-TO-MARKET PROGRAMS THAT RESULTED IN \$5.6 B+ IN LEADS.  
Doug Hannan, Global TeleWeb Marketing Manager, Armonk, NY

**YOUR ADVISER.** IDENTIFIED KEY MARKET TRENDS TO GUIDE IBM.COM STRATEGY.  
James Cammarata, Marketing Manager, Armonk, NY

**YOUR INFLUENCER.** PLAYED A CRITICAL ROLE IN DELIVERING KEY SELLER PRODUCTIVITY TOOLS.  
Gail Warren, Program Mgr, Sales Center Delivery, Southfield, MI

**YOUR VISIONARY.** IMPROVES THE CLIENT WEB EXPERIENCE WITH INNOVATIVE, CREATIVE APPROACHES.  
Sonal Starr, Web Experience Design Lead, RTP, NC

**YOUR LEADER.** ACHIEVED 105% OF QUOTA WITH 12% YEAR-TO-YEAR GROWTH.  
Susan Richards, Global Sector Sales, Armonk, NY