



## Executive Biography

### Jeff Wood

Vice President, Worldwide Product Management  
Workstations and Thin Clients  
HP Inc.

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Jeff Wood is vice president of worldwide marketing for HP's Workstations and Thin Clients. His team is responsible for product definition, lifecycle management, driving market leadership and expanding partner relationships across the workstation, mobile workstation, thin client and mobile thin client product families. Wood is also a member of HP's Worldwide Marketing Council.

Wood joined HP in 1989 to manage a software development and systems team for IC manufacturing. In 1992, he transitioned to the graphics software lab for the workstation business and later moved into a marketing planning role for workstation graphics. He left HP in 1996 to join Compaq in Houston, TX where he participated as a member of the senior staff and helped to start Compaq's new workstation business.

Wood spent three years with Compaq developing the workstation business and leading the graphics and accessories businesses. He learned valuable lessons in managing channel and volume businesses that led to successful and profitable growth for HP's workstation business when he returned to HP in 2000.

In 2009, Wood was named the director of worldwide marketing for the Workstation Global Business Unit, where he was responsible for HP's workstation business in all market segments worldwide. His responsibilities included worldwide workstation strategy, product roadmap development, lifecycle management and global workstation marketing. While Wood was director of worldwide marketing, the HP workstation team achieved No. 1 worldwide market share and delivered industry leading quality, revenue and profitability growth.

In 2011, Wood was named vice president of worldwide product management for the Workstation and Thin Client business unit where he is currently responsible for managing the product portfolio for HP's desktop and mobile workstations and thin client products.

Wood holds a bachelor's degree in computer science with a minor in math from Colorado State University.