



SCOTT DUNSIRE

Vice President, Imaging and Printing Group Business and Sales Management
HP Solution Partners Organization – Americas

HEWLETT-PACKARD COMPANY

Scott Dunsire is vice president of Imaging and Printing Group (IPG) Business and Sales Management for the Solution Partners Organization – Americas at HP. In this role, he leads and manages all aspects of Solution Partner business related to IPG for the U.S. channel reseller/distribution community. He has full accountability for sales and operational performance, which is accomplished through close alignment with the IPG business unit, end-user sales force and Solution Partners Organization resources.

Dunsire joined HP from Lexmark International Inc., where he was vice president of U.S. business channel sales in the Printing Solutions and Services Division for more than six years. At Lexmark, Dunsire was responsible for driving business strategy to grow enterprise and small-to-medium business sales through a broad set of channel partners.

Previously, Dunsire served as director of sales at Canon Computer Systems Inc., where he was responsible for the overall distribution, management and planning for printers, scanners and multifunction products. He also held sales management positions with Epson America and Toshiba.