



Executive Biography

Jesse Chavez

Vice President, Worldwide Channel Sales and Alliances,
Enterprise Group
Hewlett-Packard Company



Jesse Chavez is vice president of Worldwide Channel Sales and Alliances. In this role, he is responsible for driving the channel and alliance strategy as well as optimizing HP's partnering model and tool set. Working with regional indirect sales leads, global/regional business unit and marketing teams, Chavez is spearheading the effort to drive year-over-year revenue growth and to extend the reach of the HP sales teams by more effectively leveraging our channel and alliance partners, particularly in the areas of HP Storage, HP Networking and Cloud.

Chavez has more than 25 years of experience in sales and management, new market and channel development, and strategic planning. Most recently, he was vice president of Worldwide Systems Channel at Oracle Corporation, where he was responsible for overseeing the Oracle/Sun Channel integration.

Prior to the Oracle/Sun merger, Chavez held various sales and executive positions during his tenure at Sun Microsystems. He was vice president of Global Partner Sales where he executed the partner strategy for a \$7.2 billion Sun channel, and was vice president of the Global Systems Integrator organization, where he drove the worldwide strategy, created go-to-market solutions and strengthened strategic alliances. Chavez has also held various sales positions from regional and district management roles to a sales representative in the field.

Chavez holds a Bachelor of Science in Business Administration with emphasis in Marketing from the University of the Pacific in Stockton, Calif.