

intel<sup>®</sup> software

## Intel Vendor Manager

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Supporting Intel Software Globally from NJ



## How Can Fiona Help You?

- Joint calls with resellers and their customers
- Assist with licensing questions & recommend upsell opportunities
- Assist with quotes, support co-terms, and upgrades
- Assist with business development activities
- Provide reseller sales training

*Fiona has 15 years' experience selling and supporting Intel Software development products. 6 years as Climb's dedicated Intel sales specialist for the channel worldwide. With her extensive knowledge of the Intel Software development tool product line, she helps resellers select the right tools & licensing for their customer's environment with confidence.*