



## SUSE Vendor Manager

**Charles Mountain**

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Supporting SUSE in US, and  
Canada from NY



## How Can Charles Help You?

- Assist with SUSE Business Development Activities
- Onboarding New Partners
- Assist with Quoting
- Assist With Licensing and Product Questions
- Joint Calls with Partners and Their Customers
- Sales Trainings and Demo Calls
- Discuss Partner Program and Promotions

*Charles has been working in the channel supporting various technologies for several years. He has now moved into our SUSE specialist role to help our reseller partners grow their business and deepen their offerings around Containerization and Linux Operating Systems. He is the perfect resource to help you with all your cybersecurity and infrastructure needs.*