

Gary M. Interdonato

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Executive Leader

Sales | Business Development | Revenue Growth

Enthusiastic and accomplished sales leader, team leader and mentor. Strategic business leader with extensive experience in technology and a rare combination of interpersonal relationship and sales skills coupled with a strong technical acumen. Strong collaborative relationship builder with a true passion for mentoring and development. Experience and expertise spans client computing, data center, networking, IoT, cloud solutions, and AI. Excels at communicating effectively with stakeholders at all levels, from C-suite executives to team members. Lifelong commitment to giving back to the community.

Areas of Expertise

Business Development | Sales Strategy | Sales Process | Solution Selling | Consultative Sales | Contract Negotiations | Sales Leadership | Strategic Partnerships | Territory Management | Problem Resolution | Team Development | Relationship Building

Experience

Intel Americas, Inc. Santa Clara, CA - January 1999 – December 2024

Sales Director, Cisco Global Account Team

June 2014 – December 2024

Responsible for leading Intel's co-selling efforts with Cisco in the Americas region. Created direct and partner-led sales and incentive programs to accelerate the sales of Cisco's data center products and solutions. Built and nurtured strategic partnerships that amplified the growth engine.

- Led global account team to record revenue (\$1.27B), record units and record ASP.
- Consistently drove 70% + of all Cisco global revenues (\$840M)
- Led an initiative that focused on working with public sector clients and partners to sell products and services that drove exceptional growth—300% year-over-year—in the business, ultimately resulting in over \$100 million in data center revenue annually.
- Accelerated Cisco's MSFT Azure platform adoption resulting in > \$100M revenue stream.
- Created playbooks that included global GTM strategies, sales and training programs and collateral, demand generation activities, demo gear, enablement programs and channel partner alignment.
- Built the framework for and established alignment with Cisco's APO, WPO and SSI orgs and the Intel scale partner organization.

Business Development Manager, Mid-Atlantic Region

April 2001 – June 2014

Responsible for establishing and growing Intel's presence in enterprise data center and accelerating sales of desktop & mobile clients. Responsible for working with Intel's "fellow travelers" such as Dell, HP, IBM and Cisco as well as regional channel partners and systems integrators.

- Ranked in 90th percentile in 11 out of 13 years, driving > \$100M in annual revenue.
- Secured numerous multi-million (\$10M+) dollar transformational wins at global enterprise accounts including Alcoa, PNC, Blackrock, Rite Aid, SEI, Vanguard, Dick's Sporting Goods and Bayer.
- Won a \$20M strategic Itanium2 HPC cluster at Pittsburgh Super Computing taking out a massive Alpha cluster.

- Established Intel's Centrino brand (IE: seamless mobile WIFI experience) with strategic wins at companies such as US Steel, Bayer, PNC, Heinz, Del Monte, Tyco, Air Products, Hershey Foods and the Commonwealth of Pennsylvania. Total revenue from these beach-head accounts exceeded \$30M annually with 3 to 5 years of recurring revenue.
- Created a step-by-step framework for having cloud conversations with enterprise customers and crafted a field seller's playbook for cloud in support of Intel's Cloud 2015 Vision. Also created Intel's cloud provider recruitment business plan that scaled nationally indirectly influencing hundreds of millions of dollars in data center revenue.

Corporate Account Manager, Central and Western Pennsylvania

January 1999 – April 2001

Responsible for building and supporting Intel's channel partner program and directly selling Intel's networking products into corporate and SLED accounts.

- Top-achiever exceeding 120% of plan annually.
- Performed in the top-tier of world-wide peer group with outstanding rank.

Additional Relevant Experience

Western Digital Corporation, Irvine, CA Account Manager

March 1993 – January 1999

- Exceeded quota 18 out of 20 quarters, top achiever
- Grew annual revenue from \$8M to \$75M (167% AGR)

Computerland, 1990-1993

Microware Distributors, GBC Distributing, and Distribution Plus, 1985-1990

Education

West Chester University, West Chester, PA - M.B.A. Finance 1988-1991

Lock Haven University, Lock Haven, PA - B.S. Mgmt. Science 1981-1985

Achievements & Awards

Intel BDM of the year award

Intel Hall of Fame Inductee

Intel Global Heroes Finalist

Talbot County Maryland, Most Beautiful People Award Winner

Community Involvement

Food Distribution, Domain Technical Lead, St. Vincent de Paul, Easton, MD

Sept 2014 – Jan 2020

Men's Club Leader and Memory Loss Patient Volunteer

United Methodist Village Retirement Communities, INC, Ocean City, NJ

Nov 2023 – Present