

# 2024 **SMB** Resource Guide

# Why **Ingram Micro** for SMB?

Ingram Micro is the leading distributor in the global IT market, serving more than **20,000 integrators**, MSPs and other providers- from small to the midmarket- with more than **2,000 different vendor solutions**. Ingram Micro helps our SMB partners gain a competitive edge by extending their knowledge and offerings with the right mix of SMB-focused credit and financing, products, services, solutions, training, education and support resources. We can support you through all phases of the sales cycle and your business maturity- helping you scale and/or augment your product and service offerings so you can grow and transform your businesses.

# SMB Sales Leaders



**Darren Gottesmann**  
Vice President, Sales

Fun Fact: I love hummingbirds and have a feeder next to my kitchen window and enjoy watching them visit me each morning for a drink.



**Kellie Wischerath**  
Director of Sales

Fun Fact: Finished a half Ironman



**Jamie Rosenberg**  
Sr. Customer  
Experience Manager

Fun Fact: I am obsessed with sharks and have gone free diving in the Atlantic Ocean with them. Chum was dropped in the water, 11 sharks showed up, and I had to touch/redirect a bull shark – with no bites! Next goal is cage diving with the great whites in South Africa



**Philip Henley**  
Sr. Sales Manager

Fun Fact: I am a small business owner that makes charcuterie and cutting boards

# SMB Sales Leaders



**Kaitlyn Murphy**

Customer Experience Manager

Fun Fact: I've never lost to Darren Gottesmann in a head to head competition



**Phil Corigliano**

Sr. Partner  
Operations Manager

Fun Fact: I'm an avid 90's Hip Hop connoisseur



**Cherise Marrano**

Customer Experience Manager

Fun Fact: At any point in time, I likely have a gemstone in hand



**Camille Sanders**

Sales Manager

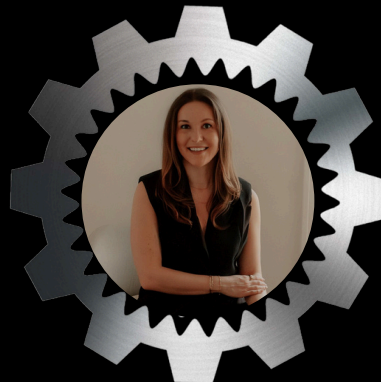
Fun Fact: Will eat Perry's ice cream for dinner

# SMB Marketing Team



**Paul Hager**  
VP Services, NA  
Communities Leader

Fun Fact: Has an extensive collection of sports cards.



**Marit Marcello**  
Marketing Strategist

Fun Fact: I have 100+ pieces of Buffalo Bill's gear!



**Emily Saint**  
Project Manager

Fun Fact: I am a citizen of three countries. (US, Canada, UK)



**J. Sam Garra**  
Program Manager

Fun Fact: I once almost fell on top of former first lady, Michelle Obama

To access our 2024 **SMB** Vendors



**scan the QR code!**





# Thank you!