



JIM FAIRWEATHER
Vice President, Worldwide Sales
HP Visual Collaboration

HEWLETT-PACKARD COMPANY

Jim Fairweather serves as vice president of Worldwide Sales for HP Visual Collaboration at HP. In this role, he has responsibility for the development and execution of global sales and channel strategy and management of the HP Visual Collaboration sales team.

Prior to this appointment, Fairweather held several other executive positions in the communications industry. He was the vice president of Sales at Polycom Inc., where he led the global sales team. Fairweather also has held executive sales and management positions at Honeywell Bull, Stratus Computer, MCI WorldCom and PitureTel.

Throughout his career, Fairweather has been very active in community and industry groups. He is a member of Massachusetts Telecommunications Council and has served as a regional chairman and president for The Boys & Girls Clubs of America. He also managed the first political implementation of video conferencing at the 2004 Democratic Convention in Boston.

Fairweather holds a Bachelor of Science in accounting from Bentley College and graduated from the University of Michigan School of Business Executive Sales Management Program.