



**MIKE PARROTTINO**

Personal Systems Group Sales and Management  
HP Solution Partners Organization – Americas

HEWLETT-PACKARD COMPANY

Mike Parrottino is vice president of Personal Systems Group (PSG) Sales and Business Management for the Solutions Partner Organization – Americas at HP. He and his team are responsible for executing HP's overall PSG go-to-market strategy for partner programs, partner development, training and communications.

Prior to this role, Parrottino was vice president of Direct Reseller Channel and Agent Sales. Parrottino also has held the role of vice president of the West Region of the North America Solutions Partner Organization, where he led efforts to re-engineer channel partnerships to optimize mutual profitability for HP and the channel.

Previously, Parrottino was director of Worldwide Solution Partner Global Alliances at Compaq. While there, he also was responsible for Compaq's ASP joint venture with Cable & Wireless and held numerous sales positions, including area director of Enterprise Sales, area director of Partner Sales, district sales manager and channel account manager.

Parrottino has a bachelor's degree in business administration – finance from Western Michigan University.