Mike Feldman

Vice President and General Manager, Managed Enterprise Solutions, IPG Americas
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Mike Feldman is vice president and general manager of the Managed Enterprise Solutions Go to Market Unit in the Imaging and Printing Group's (IPG) Americas Organization at HP. Feldman and his team drive direct sales of the IPG product, solutions and managed print services portfolio to named enterprise and public sector customers throughout the Americas.

Feldman and his team have grown HP's "share of wallet" with enterprise and public sector customers and optimized HP's route-to-market effectiveness through strategic account and market management. Feldman has responsibility for the vertical industries and the solution partners program within the Americas region.

Prior to this, Feldman served as vice president of Worldwide Sales and Marketing for IPG. He was responsible for leading the worldwide sales strategy and was instrumental in developing globally consistent sales roles, compensation and metrics. He also drove the global marketing strategy.

Since joining HP in 1988, Feldman has held senior positions in all three of HP's main business units (Enterprise Business, Personal Systems Group and IPG).

Prior to joining HP, Feldman worked for IBM, where he was responsible for new solution development in joint studies with large corporations.

Feldman serves on the board of directors for Out and Equal, a national nonprofit organization.