



Armughan Ahmad

Vice President, Americas Channel Sales, Networking
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Armughan Ahmad is vice president of Americas Channel Sales for the Networking business at HP. In this role, Ahmad is responsible for leading HP's channel sales force and managing national and regional, distribution and system integrator partners in the United States, Canada and Latin America.

Ahmad joined HP through the company's acquisition of 3Com, where he was vice president of Global Strategic Alliances, leading enterprise channel sales, technology alliances and development of new go-to-market strategies. In addition to managing more than 4,000 partner sales, he developed global sales and OEM partnerships with IBM and Dell, resulting in five quarters of consecutive growth. Ahmad also led the global accounts program during the 3Com and HP integration, leading to customer wins including HP's global network infrastructure project.

Previously, Ahmad served as vice president of Sales and Business Development at Cabletron/Enterasy. He grew regional sales revenues, helped increase market share and improved analyst standings during his tenure of leading sales teams in the United States, Canada, Europe and the Middle East. Ahmad also has held previous sales and management positions with Insight and Tandy corporations, focused on sales of servers, software and networking solutions.

Ahmad is a graduate of Sheridan College, where he studied computer science. He also serves on numerous nonprofit boards promoting third-world economic trade and development.

