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Gerri Elliott

Gerri Elliott is the Corporate Vice President of Microsoft's Worldwide Public Sector organization, which includes over 1,100 sales professionals. She is responsible for strengthening customer and partner outreach within government, education and non-privatized healthcare markets in more than 75 countries worldwide. In this key leadership role, Ms. Elliott focuses on creating innovative programs and solutions to address the unique needs of Public Sector customers such as advancing economic development, digital inclusion, lifelong learning and general quality of life for all citizens.

Ms. Elliott's professional career spans over 25 years of diverse sales, services and marketing experience within Microsoft and, earlier, IBM. Prior to assuming her current role in October 2004, Ms. Elliott led Microsoft's US Enterprise Sales segment, which includes Microsoft's largest and most strategic customers. Known for her passion for delivering business value and for quality service, she was responsible for software sales across several vertical industries including financial services, retail & hospitality, automotive and healthcare as well as three geographic regions across the US. In this role, she also developed and implemented a global strategy to establish Microsoft's first vertical industry sales and marketing organizations.

During her 22-year tenure at IBM, Ms. Elliott held several senior executive positions focused on customers within Asia Pacific, North and South America. She served for two years in Tokyo, Japan as Vice President of Distribution Sector, Asia Pacific, where she led IBM's sales, marketing and solutions efforts for that sector in Japan, China, Taiwan, Hong Kong, India, ASEAN, Korea, Australia and New Zealand. She also held a similar role as Vice President, Distribution Sector, IBM Americas where she led the team responsible for IBM's largest customers in retail, wholesale, consumer packaged goods, travel and transportation industries.