

SOPHOS

Sophos Brand Sales Specialist

Alex Zapora

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Supporting Sophos in North America
from New England



How Can Alex Help You?

- Assist with Business Development activities
- Onboarding new partners
- Review of Partner Program
- Assist with Quotes and Orders
- Sales Trainings
- Joint Calls with Partner and their Customers
- Assist with licensing questions & recommend upsell opportunities
- MSP Licensing Overview
- Provide Reseller Training

Alex has been in the technology industry for 5+ years and has experience from both the vendor and channel side. With a focus on inside sales and customer success, Alex possesses a wealth of knowledge and experience to ensure his customers are taken care of and enables them to grow their business successfully. Alex's knowledge of the cybersecurity industry and Sophos will help VARs and MSPs identify the correct solutions for both partners and customers alike.

CLIMB

For Marketing Inquiries please reach out to:

Jaci Sutton

Sr. Vendor Partner Manager

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