

Stephen Myers

Global Partner Enablement Manager at Red Hat

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Summary

Steve Myers currently serves as the Global Partner Enablement Manager for Red Hat. He has responsibility for all partner training and certification programs delivered via Red Hat University. Prior to his current position, Myers held a similar role at Hewlett-Packard. While at HP (and acquisitions Bluestone and Mercury) he also served as a Lead Solutions Architect, Channels SE Manager and Worldwide Partner Presales Readiness Manager. As a lead solutions architect, he held a US TSI clearance for work within the DOD and intelligence communities.

In previous positions, Myers served as a software developer, business development engineer, and systems engineering manager for InterComputer Communications Corporation (ICC, which was acquired by DCA and then by Attachmate). He also has experience in corporate financial, banking, utility, and retail systems in an IT services role.

Certifications: ITIL Foundations, HP Software Operation Solutions (ASC), HP Software Application Solutions (ASC), HP Software Strategic Solutions (ASC), HP Business Availability Center (AIS), HP SiteScope (AIS), and holds a Red Hat Sales Certification.

Specialties

Technical and sales enablement management, presales delivery and team management, sales activities, mergers and acquisitions, event management, curriculum design, scalable training delivery programs, content development/management, field marketing, product management, program management, business development.

Experience

Global Partner Enablement Manager at Red Hat

August 2009 - Present (1 year 3 months)

Coordinate and manage the partner enablement program for Red Hat's channel and alliance partners. Responsible for strategic program design and tactical delivery models in multiple global operating regions.

Senior Manager - Global Partner Enablement at Hewlett-Packard Company

July 1998 - January 2009 (10 years 7 months)

The primary responsibility for this position was to create and manage the partner enablement programs for HP Software in all operational geographies and across all partner categories. HP Software is a \$3.5B division of Hewlett-Packard that provides network management, operation

management, and testing software for the IT community.

9 recommendations available upon request

Partner Enablement Manager at Mercury Interactive

March 2004 - December 2005 (1 year 10 months)

The primary responsibility of this position was to create and deliver enablement materials for Mercury's Business Technology Optimization product lines in all global regions. Mercury was acquired by HP in November of 2006.

5 recommendations available upon request

Partner Presales Readiness Manager at Hewlett-Packard Company

January 2001 - March 2004 (3 years 3 months)

The primary responsibility for this position was to create, manage and deliver training and readiness programs to enable partner presales professionals to represent Hewlett-Packard Software and ProCurve networking products in all operational geographies.

3 recommendations available upon request

Lead Solutions Architect/Sales Engineering Manager at Bluestone Software

July 1998 - January 2001 (2 years 7 months)

The primary responsibility for this position was to provide senior leadership and technical sales activities required to close business for Bluestone Software. In this position Myers had regional and national responsibilities for channel sales, direct sales, and inside sales. Bluestone Software was one of the early innovators in Java development, J2EE adoption, XML adoption, and the application server market. Bluestone was acquired by Hewlett-Packard in 2001.

8 recommendations available upon request

Systems Engineering Manager at Attachmate

February 1990 - September 1997 (7 years 8 months)

The primary responsibilities for this position included managing a national team of presales professionals. Activities included managing a series of annual technical conferences, creating a training services department, providing technical assistance in pre- and post-delivery engagements, competitor analysis, writing white papers and articles and public speaking. Prior to joining the sales team, other positions included software engineering to create the commercially available HIFTManager and refined the FileXpress product lines. Attachmate acquired Digital Communications Associates (DCA) in 1995 and DCA acquired InterComputer Communications Corporation (ICC) in 1992.

4 recommendations available upon request

Education

Embry-Riddle Aeronautical University

Computer Science, Aeronautical Engineering, 1979 - 1984

Activities and Societies: Air Force Reserve Officer Training Corps, Arnold Air Society, AAS Deputy Commander, Flight Commander, Reserve Officers Association, Drill Team, WERU (Campus Radio), Bowling, Volleyball, Softball

Honors and Awards

ICC - SE of Year 1992

DCA - SE of Year 1994

DCA - Outstanding Global Contribution 1994

Attachmate - President's Club 1996

Bluestone - Team of the Year 2001

HP - Lead The Way Award 2002

Interests

Photography, Restoring my 1966 Mustang Convertible, Computers

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29 people have recommended Stephen

"Working with Steve at Bluestone and later at HP was a rewarding professional experience for me and a very productive relationship for our company. Steve was able to quickly assess and design sound product based solutions for our prospects, assemble sales engineering resources to present and demo precise customer needed software features, and work with the sales team to close the sale. He is respected by his peers and managers. I strongly recommend Steve for roles where his experience and business acumen fit the considered role."

— **Joe Antonio**, *VP, Bluestone Software*, managed Stephen at Bluestone Software

"I worked with Steve at Bluestone Software prior to and after our acquisition by HP. Steve did a great job presenting technical information to our prospective and new channel partners as well as on-going technical support. Steve was a highly regarded technical resource by our channel sales team members and could be counted on to help build customer relationships. I highly recommend Steve's technical presentation capabilities as well as his pre and post sales support abilities."

— **Greg Davis**, *National Director Channel Sales, Hewlett Packard Company*, worked directly with Stephen at Bluestone Software

"Stephen was an outstanding member of the Bluestone Team with a significant positive impact on software licensing and customer relationships. Regarded highly by his managers and peers he was also pivotal in customer satisfaction and their success in the implementation and deployment of technical products which they licensed from Bluestone. Stephen would be a valuable asset to any organization and I recommend him without reservation."

— **P. Kevin Kilroy**, *President, CEO & Chairman Of The Board of Directors, Bluestone Software*, managed Stephen indirectly at Bluestone Software

"I had the pleasure of working with Steve on multiple events during my tenure as Marketing Events Manager at Attachmate. Steve was always an enthusiastic participant from installation to dismantle and always on time and ready to work. He was instrumental in demo and script development as well as delivery to hundreds of customers during the show hours. Steve was an in-demand, featured speaker, often delivering 8-10 sessions before packed audiences during the course of the event. He was always willing to do whatever it took to make each event successful, from wearing a themed costume to dragging cables and changing messaging to fit new realities. I highly

recommend Steve for his technical ability and team player approach to all tasks."

— **Debbie Frank**, *Marketing Events Manager, Attachmate Corporation*, worked with Stephen at Attachmate

"Steve has worked for me directly, or in my organization, on three different occasions as a Partner Readiness Manager and a Content Manager at HP, and a Channels SE Manager at Bluestone Software. Steve has a unique ability to quickly grasp new products and technologies, understand customer business requirements, and translate into meaningful business context and/or customer solutions that directly impact sales. His was viewed as a valuable member of the team and a trusted advisor to his audience. Steve is always enthusiastic about new opportunities, operates with a can do attitude, and brings a unique perspective to any discussion. I enjoyed working with Steve and hope to have the opportunity to do so again."

— **Susan Underhill**, *VP Global Solutions Partner Organization, Hewlett Packard*, managed Stephen at Hewlett-Packard Company

"Steve and I worked together for 2 years and he was always well prepared for meetings, presentations and events. Steve works to understand his audience which enables him to effectively deliver information to Technical and Non-Technical groups. As a Subject Matter Expert Steve was very supportive of the entire Sales Team."

— **Kevin Strong**, *Sales Representative, Attachmate*, worked with Stephen at Attachmate

"In my role at HP, I had the opportunity to work closely with Steve on numerous occasions. His contributions to training my team were invaluable. His ability to work with people and explain extremely complex technologies and to distill them into business solutions allowed us to excel at our jobs and exceed our targets for leads, opportunities and revenue. On a personal level, it's always a pleasure to work with Steve on projects. His can-do attitude and tireless work ethic make him a valuable asset to any organization. I would jump at the chance to work with Steve again."

— **James Curran**, *Director Sales Operations and Contract Management, Hewlett-Packard*, worked with Stephen at Bluestone Software

"Steve is a very effective professional who brought a high level of enthusiasm and professionalism to his role. Stephen has a great ability to not only listened and process issues but to also responded and resolve said issues in a timely and clean manner. In my dealings with Steve I always found him to be a person who I could work with to insure that the people around him always worked at their best. Steve is an excellent team player and an individual contributor. I would highly recommend Steve and would look forward to working with him again."

— **Bradley Paster**, *Manager, Business Strategy, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Stephen is an excellent leader and technician. He is an excellent teacher and 100% committed to the success of his Clients and Partners."

— **Steven H. Loving**, *Director, Forsythe Solutions*, was with another company when working with Stephen at Mercury Interactive

"During the three years that Steve worked in my team at Mercury and HP, he always approached his role with passion and enthusiasm. Steve always strives to meet commitments to his customers, both internal and external and is constantly using his initiative to come up with new approaches to old problems."

— **Daniel West**, *Senior Director, Global Enablement, Mercury / HP*, managed Stephen at Hewlett-Packard Company

"I had the opportunity to work with Steve for more than two years at HP. Steve led WW technical enablement for all partner types including GSI's, ISV's, Distributors and Resellers. Collectively this group was responsible for contributing >\$500M in HP Software license revenue per year. The services economy associated with this software was >\$1B. Steve planned, developed and led the delivery for all technical enablement for these partners. He was responsible for content creation, delivery channels, and the financial plan associated with this global initiative. He also led the closed loop partner satisfaction process to ensure all training delivered measurable value to the partners as measured through formal surveys. Steve has very strong communications skills, is a self-starter, has a tireless work ethic, takes responsibility for his plan and achievement and understands that it all starts/ends with the customer. Throughout the two years I worked with Steve, he always exceeded his objectives and delivered more than what was expected. He is one of the strongest training and enablement professionals I've worked with over the past twenty years."

— **Chuck Neal**, *Vice President - WW Alliances, Channels and Software Direct, Hewlett-Packard*, managed Stephen indirectly at Hewlett-Packard Company

"Stephen and I worked together in the same group at Mercury. He was did a great job as a Technologist and Business person. Stephen cares about the success of his partners, clients and makes sure that he over delivers on all his commitment. Within successful organization you will always need entrepreneurs and Stephen is that person. He will make sure the job gets done and solve the many problems that come his way. Besides individual contributions Stephen also has tremendous abilities to lead people and cares about their success."

— **Michael Rymkiewicz**, *National Technical Sales Manager, Mercury Interactive*, worked directly with Stephen at Mercury Interactive

"Stephen was a great help and resource for me in my role as Business Development Manager for Mercury Interactive Education Services and also at HP Software Education Services following the acquisition. There were many times that I would not have been able to move forward on a deal without his help."

— **Lou Dignazio**, *Business Development Manager, Education Services, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Stephen is a very experienced, intelligent, and driven technology professional. He managed & grew our partner, sales channels, & GSI enablement practice, not only in the Americas but in EMEA & APJ. Stephen is results driven, easy to work with, has good ideas, and is well connected into the IT community. His large scale partner training events in New Orleans, were first class. He comes highly recommended"

— **Al Palmieri**, *WW Sr. Technical Training Manager - Global Enablement, Hewlett Packard Software Division*, worked directly with Stephen at Hewlett-Packard Company

"Stephen is a very productive professional who provided great enthusiasm to his role. He understood the difficulties in working in a global role, listened to issues and responded quickly to the needs of his various constituents. Steve was always easy to work with and provided creative thought and ideas to problems and managed to achieve any goals or targets that were set. He is seen as being a strong contributor to the regional success"

— **David Ramsay**, *Senior Director Channels & Alliance Director APJ, HP Software*, managed Stephen indirectly at Hewlett-Packard Company

"Steve and I worked together within Mercury and HP GTE for several years. Steve is super high energy and a team player! Steve always has the client/partners best interest at heart when doing his job. Steve knows a lot about our product offerings, the business environment and how IT customers/partners can be successful. I hope our paths cross again and we can work together in some capacity."

— **Rich Covell**, *Business Development Manager, Education Services, Hewlett Packard Software*, worked with Stephen at Mercury Interactive

"Steve is a strong manager who drives innovative ways to provide targeted training and enablement activities to a large partner ecosystem that is diverse in type, skill level, geography, business modal, and size. Steve developed the 'Galaxy' enablement program to support partners systematically across the globe which allowed the business to manage both its enablement activities and associated cost."

— **Paul Ryan**, *M&A Strategy & Planning, HP Software*, worked with Stephen at Hewlett-Packard Company

"As a Technical Consultant at HP, I have had the opportunity to work with Steve and find him to be very conscientious and dedicated to his role in Global Technical Enablement. He works well under pressure, thinks critically and reasons well. Steve would be a great asset to any organization."

— **Claire Rogers**, *Technical Services Consultant, HP*, worked with Stephen at Hewlett-Packard

Company

"As a Mercury Interactive and HP business partner for the last five years, I have worked with Steve on several occasions. He deals openly and honestly with people, and is willing to help any time you need him. I attended Partner Galaxy in March 2008, and I felt that it was very well coordinated and offered a lot in the way of training. It was a successful event and Steve had a lot to do with that. As busy as he was with logistics, he still had time to stop and say hello. At HP Software Universe, we discussed some of the upcoming plans for future partner events. Steve shared a vision for how to make the next one better, and how to help partners adapt to all the changes within HP going on at the time. Steve is definitely a person I would want to work with again around partner relationships, and organizing events for training, education, marketing, etc. I would highly recommend him."

— **Scott Moore**, *President, Loadtester Incorporated*, was with another company when working with Stephen at Mercury Interactive

"Steve has provided solid support to the HP Software Certification program and to me. He has contributed/wrote portions of some of our tests. He understands the global plan down to the architecture of the exams. He lends subject matter expertise, and insights and advice as a senior colleague and friend."

— **Josephine Elizaga**, *Certification Program Lead, HP Software, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Steve and I worked under the Same Senior Director at Mercury Interactive and HP. Steve was in the Global Partner Enablement Team and I ran the Customer, Partner and Internal Training team. This caused Steve and I to interact frequently - my experience with Steve is that he knows the partner business very well and has a strong technical background. He is a strong team player and I would hire Steve given the opportunity I would be glad to provide a more personal reference if you would like to contact me - my cell phone # is 818-836-0916"

— **Dick Laforge**, *Software Education, Hewlett Packard*, worked with Stephen at Hewlett-Packard Company

"Stephen is very customer-focused and crafts technical solutions to meet business objectives. He is quit adapt at translating complex technical issues into business terms. Stephen was always a person that I looked forward to working with. I highly recommend Stephen to any perspective employer."

— **Steve Bilgram**, *Director, Solutions Management, Bluestone Software*, worked directly with Stephen at Bluestone Software

"Steve is a very passionate leader with great abilities to sell and build long term relationships with partners and customers. Very adept in coming up with market-winning, new ideas for products and services. Very strong technically and has built very successful global practices."

— **Anoop Sahgal**, *Director of Product Marketing, Waggener Edstrom*, reported to Stephen at Bluestone Software

"Steve has the rare ability to view any business or project strategically and tactically. He works in and understands the technical details yet can simplify and drive the ROI case to the business decision makers. I knew Steve from a previous company, Bluestone Software, where he proved himself invaluable to the executive team, in part, because of that ability."

— **Heidi Freeman**, *Mgr, Planning & Business Operations, Hewlett-Packard Certified Professional Program*, worked directly with Stephen at Hewlett-Packard Company

"Steve was a valuable asset to our sales team. His knowledge and professionalism helped close many deals. Steve understood that it was not enough to just detail the products, but that he also had to add value to the products that was meaningful to the client."

— **Jim White**, *Regional Sales Manager, ICC/DCA/Attachmate*, worked with Stephen at Attachmate

"Steve was always a champion for Attachmate's people and technology, working tirelessly between customers and the business to improve the experience for both."

— **David Lovekin**, *Senior Manager, Tahoe Partners*, reported to Stephen at Attachmate

"When I was hired at Bluestone as a Sales Engineer I was paired with Stephen as my mentor, to introduce me to the company, its products, and customers. During the time that I worked directly with Stephen I was impressed with his technical knowledge but mostly with his people skills and the way he was able to relay information to people of any technical level."

— **Joseph Rozenberg**, *Senior Sales Engineer, Bluestone Software*, worked indirectly for Stephen at Bluestone Software

"Stephen and I worked on several projects as a team at Mercury. Stephen is strategic in his thinking and always comes up with new ideas. He has an amicable personality and is a great team player."

— **Madhav Ranganathan**, *Global Channels Manager, Cassatt*, worked directly with Stephen at Mercury

"Steve is a very smart and knowledgeable person. He is a great "go to" guy and always makes himself available to everyone. I would highly recommend him to anyone!"

— **Robin Harvey**, *Inside Sales, Hewlett Packard*, worked with Stephen at Bluestone Software

[Contact Stephen on LinkedIn](#)