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## Tech Data Appoints Kevin Kennedy to Senior Vice President, Sales for Americas Enterprise Solutions

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data](#) (Nasdaq: TECD) today announced that it has appointed Kevin Kennedy to senior vice president of Sales, Enterprise Solutions, Americas. In his new role, Kennedy will lead the enterprise sales team and help drive performance and growth across the organization, while deepening Tech Data's capacity and value to its customers.

This press release features multimedia. View the full release here:  
<http://www.businesswire.com/news/home/20171108005707/en/>



Kevin Kennedy, senior vice president of Sales, Enterprise Solutions, Americas at Tech Data (Photo: Business Wire)

"As the channel continues to exponentially evolve, Kevin is the right person to guide our sales organization in maximizing growth opportunities for our customers," said Jeff Bawol, senior vice president, Enterprise Solutions, Americas at Tech Data. "As a proven leader and change innovator, Kevin brings a unique and deep understanding of the channel ecosystem and digital transformation from both the vendor and customer perspectives. Our clientele will find him a great addition to the team as we continue to work with them to mine new business and drive the embrace of next-generation technologies."

Reporting to Bawol, Kennedy will also be responsible for optimizing sales performance using the high-touch model that is woven into Tech Data's enterprise growth strategies, verticals and specialist practice areas—helping customers to accelerate the pace of third-platform adoption—and for expanding sales capacity across Tech Data's end-to-end portfolio.

Previously, Kennedy served as Tech Data's vice president of Supplier Solutions for Hewlett Packard Enterprise (HPE) since May 2017, where he was responsible for go-to-market strategy and sales execution. Prior to joining Tech Data, he worked for EMC Corporation as the senior director of Global Distribution, where he managed global sales leads and Americas distribution account managers. Kennedy also held progressive leadership roles at VCE and Arrow Electronics. He holds a B.S. in Public Affairs from Indiana University Bloomington.

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<http://ow.ly/Yvcv30dSLb0>.

### About Tech Data

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialized skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. Tech Data is ranked No. 107 on the Fortune 500<sup>®</sup> and has been named one of Fortune's "World's Most Admired Companies" for eight straight years. To find out more, visit [www.techdata.com](http://www.techdata.com) or follow us on [Twitter](#), [LinkedIn](#), and [Facebook](#).

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