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Tech Data Announces New Leadership Team for Canadian Operations

CLEARWATER, Fla., June 23, 2017 /PRNewswire/ -- [Tech Data Corporation](#) (Nasdaq: TECD) today announced the combined leadership of its Canadian operations following the acquisition of Avnet's Technology Solutions business earlier this year. Ed Galasso has been promoted to vice president and general manager, Sales and Product Marketing, for Tech Data's Commercial and Retail business in Canada. Brian Aebig has been appointed vice president, Sales for the company's Enterprise Solutions business in the country.

In his new role, Galasso will lead Tech Data's Canadian commercial and retail channel, as well as the vendor relationships and product marketing teams that serve those sales groups. He will also work closely with the Canadian leaders of the company's Enterprise Solutions and Services businesses to ensure the overall success of Tech Data's Canadian operations, serving as the lead executive for the entire Tech Data Canada organization. Galasso will report to Marty Bauerlein, senior vice president, Commercial & Retail Solutions, North America. Aebig will focus on the solutions-led business with responsibility for sales, vendor relations, and supplier marketing for the Canadian portfolio affiliated with the Enterprise Solutions business. He reports to Mike Houghton, senior vice president, Sales, Enterprise Solutions, North America.

"We are extremely pleased to have Ed and Brian provide proven, experienced leadership for our business in Canada," said Joe Quaglia, president, the Americas at Tech Data. "Throughout their careers, they have both demonstrated the leadership, customer service and sales skills that are key to the success of Tech Data and our partners. As Tech Data moves toward completing its integration of the Technology Solutions business, we remain strategically focused on growing our partners' businesses in Canada, and we look forward to leveraging the experience and innovative approach Ed and Brian bring to the team."

Galasso joined Tech Data Canada as a director, Sales in 2001. Most recently, he drove sales force training and customer adoption for Tech Data Cloud and led the customer segmentation of Tech Data's Canadian business. Additionally, he served as co-chair and spearheaded the growth and development of Tech Data's TechSelect community in Canada. Prior to Tech Data, Ed was with SBC Communications Inc. (now AT&T) as a business manager for two years and with Anixter Canada Inc. as an assistant controller and controller over a span of nine years. He holds an Honours Bachelor of Commerce degree and is a Chartered Professional Accountant.

Aebig joined Tech Data in February 2017 upon the completion of Tech Data's acquisition of Avnet's Technology Solutions division, where he served as vice president and general manager for Avnet Technology Solutions, Canada since September 2008. Over the course of Aebig's 30-year IT career, 25 were with Avnet and dedicated to the data center solutions-oriented channel business. Aebig joined Avnet in 1991 as a sales executive for the Saskatchewan and Manitoba regions, progressing through positions of increasing responsibility and spanning both supplier businesses and geographic territories. He holds a B.S. in Computer Science from the University of Regina, and is a member of various industry associations and committees.

Tech Data's approach to the Canadian market—in both the Commercial & Retail Solutions and Enterprise Solutions businesses, as well as Services— helps partners excel through specialization while capitalizing on the high-growth, next-generation technologies that are redefining the future. Partners can leverage in-depth expertise in complementary technology market segments, including cloud, cognitive computing, the data center, data analytics, the Internet of Things (IoT), mobility, security and enterprise networking, and [training and education](#).

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About Tech Data

Tech Data Corporation is one of the world's largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value-added services enable 115,000 resellers to efficiently and cost-effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated \$26.2 billion in net sales for the fiscal year ended January 31, 2017. It is ranked No. 107 on the Fortune 500[®] and one of Fortune's "World's Most Admired Companies." To learn more, visit www.techdata.com, or follow us on [Facebook](#) and [Twitter](#).

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