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Tech Data Appoints Raffaello Piccolo to Lead Mexico Operations

CLEARWATER, Fla., May 24, 2018 /PRNewswire/ -- [Tech Data](#) (Nasdaq: TECD) today announced it has appointed Raffaello Piccolo as managing director, Mexico effective June 1, 2018. Piccolo will oversee the strategic direction and execution of all sales and marketing functions for Tech Data's operations in Mexico, with a focus on profitable revenue generation, key initiatives to cultivate hypergrowth, new business development and enhanced vendor relationships. Piccolo will be based in Mexico City and report to Deena Piquion, vice president and general manager, Latin America and Caribbean (LAC).



"Raffaello's experience with recognized leaders in technology and business process have equipped him well for his new position," said Piquion. "We believe Raffaello's passion to serve customers and develop a team of high achievers will further build upon our success and momentum in Mexico. His experience with integrating teams and enabling a successful environment that continually exceeds expectations will help propel digital transformation forward for our customers in Mexico."

Piccolo joins Tech Data with more than 20 years of progressive leadership experience in IT and business consulting. Most recently, he served as managing sales director for HPE Aruba in Mexico since November 2015. In this role, he led the integration of HPE Networking and Aruba in the country, defining a unified workforce organization to deliver exponential growth within the combined portfolio. Piccolo joined Hewlett-Packard as a solution manager in 2003 and progressed through various sales and marketing leadership roles, including account management for HP partners. He began his career with McKinsey & Company, serving as an analyst and an associate. Piccolo holds a Bachelor of Science in Industrial and Systems Engineering from the Monterrey Institute of Technology and Higher Education (ITESM) and an MBA from the University of North Carolina at Chapel Hill.

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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. 83 on the Fortune 500[®] and has been named one of Fortune's World's Most Admired Companies for nine straight years. To find out more, visit www.techdata.com or follow us on [Twitter](#), [LinkedIn](#), and [Facebook](#).

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