



TOP 55

Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

Aldo Dossola, Vice President of North America Channels at F5 Networks

BIO:

Aldo Dossola is the Vice President of North America Channels at F5 Networks, overseeing all F5 indirect business in North America commercial and public sector. Mr. Dossola looks forward to helping partners engage in and capitalize on the unique opportunities in 2017, including cloud, security and hardware refresh initiatives. Prior to F5, Aldo spent 6 years at Splunk, the last 3 years running the North America commercial channel business as AVP, North American Partner Sales. Mr. Dossola has spent 22-years in the enterprise software industry, having helped build early-stage start-up companies as well as helping larger organizations, build strategic, national sales teams. Prior to Splunk, he spent 4 years at Vormetric where he was the Director of Strategic Accounts for the West representing data security and compliance solutions. In his career, he has held various sales and sales leadership positions at Sawion, Vignette, Platinum Technology, CA and other leading software companies.

Achievements in 2016:

Aldo arrived at F5 Networks in calendar Q4. He very quickly saw the opportunity that cloud and security represented for F5 partners and set out to shift the North America coverage model to support these key F5 motions. Earlier in 2016, while at Splunk, Mr. Dossola oversaw a strategic shift toward partner business moving to the cloud, which in combination with the continued need for on-premises deployments and the rapid expansion of large-scale security use-cases, made the expertise and contributions of Splunk's partner base critical to the company's success.

Plans for 2017:

In 2017 Aldo expects to continue driving partners to evolve and succeed with F5. He is actively working to roll-out key channel programs and incentives to drive further cloud penetration and ramp up security focused initiatives. Calendar Q1 will see Mr. Dossola on the road, presenting at partner sales kickoff conferences and ensuring executive alignment. He is committed to bringing partners closer to the business, expanding their presence at F5 internal events, as well as support at industry events, kickoffs, our own partner and customer conference Agility and, in the field throughout the year.



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