



Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

Gabriella Schuster, Corporate Vice President, One Commercial Partner team at Microsoft

BIO:

As a Corporate Vice President in the One Commercial Partner team, Gabriella Schuster is responsible for global partner channels and programs, with a focus on driving digital transformation for partners and customers. Gabriella's team is responsible for the high-touch experiences of Managed Service Providers, Hosters, Resellers, Distributors and National/Local SIs.

She is also responsible for reaching, connecting, enabling, investing in, and rewarding partners through high-touch and low-touch experiences. She has extensive experience in sales, marketing, product management, and partner development with a strong track record of managing customers, partners, and teams.

Over the last 20 years at Microsoft she has managed sales and marketing teams across the Server and Cloud business, the Windows Client Commercial business, Enterprise Services, licensing sales and marketing, field business development, training initiative development, segment marketing, worldwide partner marketing and training strategies and worldwide operations.

Achievements in 2016: TBA

Plans for 2017: TBA

