

# THE RINGLEAD **PARTNER MANAGEMENT TEAM**

## OUR PARTNER MANAGEMENT TEAM




We pride ourselves on our ability to support and enable partners through every step of their demand generation journey. Each of our partners are assigned a dedicated partner account executive to support their growth and development as a partner.



## YOUR PARTNER ACCOUNT MANAGER WILL:

- Arrange an introductory call for your team
- Schedule a demo of our full-stack data solution, DMS, for you and your team members.
- Train and certify you on RingLead DMS.
- Follow up on all of your deal registrations within 24 hours of registration.
- Work on your behalf to close all of your registered deals in a professional and timely manner.
- Maintain transparency throughout the sales cycle.
- Provide full pre- and post-sale support for you and your customers
- Regularly share new marketing collateral to help you generate demand.
- Manage anything related to billing and rewards.
- Address any technical support questions you or your customers encounter.

**STATES:**  
WA, OR, ID, MT, WY, ND, SD, AK, HI, GU - **NY & CA**

		
<b>DIRECTOR:</b> CARLY KOSTER <a href="mailto:carly@ringlead.com">carly@ringlead.com</a> 1888.240.8088 ext. 248	<b>SAE:</b> JORDAN MURCIANO <a href="mailto:carly@ringlead.com">carly@ringlead.com</a> 1888.240.8088 ext. 275	<b>AE:</b> OPEN




**STATES:**  
IL, IN, OH, IA, WI, MI, MN - **NY & CA**

		
<b>DIRECTOR:</b> DAN MACKAY <a href="mailto:dmackay@ringlead.com">dmackay@ringlead.com</a> 1888.240.8088 ext. 266	<b>SAE:</b> JULIAN ROJAS <a href="mailto:vrojas@ringlead.com">vrojas@ringlead.com</a> 1888.240.8088 ext. 260	<b>AE:</b> TYLER ORR <a href="mailto:torr@ringlead.com">torr@ringlead.com</a> 1888.240.8088 ext. 219


**STATES:**  
AR, OK, KS, LA, MS, MO, NE, TX- **NY & CA**

		
<b>DIRECTOR:</b> GIOVANNY FLORES <a href="mailto:gflores@ringlead.com">gflores@ringlead.com</a> 1888.240.8088 ext. 270	<b>SAE:</b> VINNY PARISI <a href="mailto:vparisi@ringlead.com">vparisi@ringlead.com</a> 1888.240.8088 ext. 271	<b>AE:</b> JOE CAVALIERE <a href="mailto:jcavaliere@ringlead.com">jcavaliere@ringlead.com</a> 1888.240.8088 ext. 267




**STATES:**  
CT, NH, VT, ME, RI, MA - **NY & CA**

		
<b>DIRECTOR:</b> PHIL ISERINO <a href="mailto:piserino@ringlead.com">piserino@ringlead.com</a> 1888.240.8088 ext.218	<b>SAE:</b> CHRIS RUHLIG <a href="mailto:cruhlig@ringlead.com">cruhlig@ringlead.com</a> 1888.240.8088 ext.217	<b>AE:</b> BILL MCLAUGHLIN <a href="mailto:bmclaughlin@ringlead.com">bmclaughlin@ringlead.com</a> 1888.240.8088 ext.250




**STATES:**  
GA, AL, NC, SC, TN, KY, FL, PR - **NY & CA**

		
<b>DIRECTOR:</b> PAT COLAVITO <a href="mailto:pcolavito@ringlead.com">pcolavito@ringlead.com</a> 1888.240.8088 ext.276	<b>SAE:</b> JOE VOLINO <a href="mailto:jvolino@ringlead.com">jvolino@ringlead.com</a> 1888.240.8088 ext. 223	<b>AE:</b> BRAE DAVIS <a href="mailto:bdavis@ringlead.com">bdavis@ringlead.com</a> 1888.240.8088 ext.268

**INTERNATIONAL WEST / EAST ASIA**

		
<b>DIRECTOR</b> KRISTI MAROUDAS <a href="mailto:kristi@ringlead.com">kristi@ringlead.com</a> 1888.240.8088 ext.269	<b>DIRECTOR</b> JAIME MUIRHEAD <a href="mailto:jmuirhead@ringlead.com">jmuirhead@ringlead.com</a> 415.489.0806	<b>VP OF CHANNEL SALES</b> JOHN KOSTUROS <a href="mailto:jkosturos@ringlead.com">jkosturos@ringlead.com</a> 415.237.2041

**STATES:**  
AZ, NV, NM, UT, CO - **NY & CA**

		
<b>DIRECTOR:</b> BILLY FINNEN <a href="mailto:bffinnen@ringlead.com">bffinnen@ringlead.com</a> 1888.240.8088 ext.245	<b>SAE:</b> RYAN HOLAHAN <a href="mailto:rholahan@ringlead.com">rholahan@ringlead.com</a> 1888.240.8088 ext. 249	<b>AE:</b> OPEN