

Daniel A. Shea

Vice President and General Manager of the North American Enterprise Software Group

ARROW ENTERPRISE COMPUTING SOLUTIONS

Dan Shea is the Vice President and General Manager of the Enterprise Software Group of Arrow ECS North America. Dan leads the sales and business development efforts of the Enterprise Software business inclusive of all IBM Hardware, Software and Service solutions.

With deep Partner and Supplier relationships, Shea has helped Arrow partners thrive during a transformational time in IBM history. His passion for creating environments for channel expansion and Arrow partner vitality across solutions has made Arrow's partner ecosystem the strongest in the industry. With emphasis on new technical and sales skill enablement for partners in Cloud, Analytics, Social and Security solutions, Shea has ushered in a partner community that is well-aligned to growing market opportunity.

Shea has lead Arrow ECS NA sales strategy for IBM solutions since 2012. Prior to joining Arrow, he held numerous executive positions over a 29 year career at IBM in their Systems and Technology Group and the IBM channels organization. His background in both direct client selling and channel sales roles have prepared him to provide strategic guidance through business and channel transformation.

Shea holds a Bachelor of Science degree in computer science from the University of Scranton, Scranton, PA. He resides in Natick, MA with his wife and two children.

