

# Steve Robinson

## Global Vice President and General Manager

### ARROW ENTERPRISE COMPUTING SOLUTIONS

Steve Robinson is the Global VP & GM of Arrow's worldwide cloud organization. In this role, Steve is responsible for driving unified cloud strategy and GTM execution in North America and EMEA enabling Arrow's channel customers to capture sales growth and market share on Hybrid-Cloud solutions. Prior to Arrow, Steve led cloud strategy, platform development, and channel enablement at CenturyLink-Savvis driving market leading cloud brokerage and SaaS marketplace GTM programs. Prior to CenturyLink-Savvis, Steve led UCaaS-VoIP product strategy and management for Qwest Communications. Steve's career began in global ERP and enterprise applications.

A seasoned executive and thought leader with extensive knowledge of SaaS, PaaS and IaaS offerings, Steve's career spans 20 years at organizations including Caterpillar, Qwest, CenturyLink, and ASG Software. His leadership spans business-to-business strategy, sales, product marketing, platform development, and business development focused on public, private and hybrid cloud solutions positioned into SMB -Enterprise market segments.

Steve holds an MBA from Purdue University Krannert School of Management.

