

**Kevin L. Patterson**  
**IBM Career History (join - 1977)**

- Joined IBM 5/1977 as a Systems Engineer in Richmond, VA
  - Worked on the System 3, 32, 34, 36 and 38
  - Project leader for large multiple installation in a retail account
  - Work on communication solutions between Sys/36 and IBM Word processor
- Advisory Systems Engineer Staff position in Washington DC in 6/1983
  - Served as Regional Office Systems Expert
  - Worked with SEMs on programs and projects
- Customer Center Support Manager in Charlotte in 4/1985
  - Managed SEs in the Customer Center across all Brands
- Systems Engineering Manger in Charlotte in 1/1987
  - Managed SEs across all Brands
  - Worked directly on several large accounts
- Account Development Manager 7/1990
  - Worked on the management team to created Charlotte's first Services Center
- Sales Manager for Education for Western NC 1/1991
  - Managed client teams in Education, Government and Distribution industries
- Sales Business Unit Executive for Western NC 1/1992
  - Managed business unit for Education and Government industries
- AS/400 Sales Specialist Manager for NC & SC in 1/1993
  - Managed a team of AS/400 Sales Specialists
- AS/400 Technology Specialist Manager for Southern Area in 1/1995
- Mid Range Sales Specialist Manager for NC & SC in 1/1998
  - Managed both iSeries and pSeries specialists
- Business Unit Executive Mid Market Southeast in 2/2000
  - Managed both iSeries and pSeries specialists
- Business Unit Executive eServer Mid-Atlantic States in 1/2001
  - Managed specialists in all Brands (z, i & p)
- Worldwide eServer iSeries Sales Executive 7/2001
  - Conduct Large Account Growth Workshops and SMB Territory Workshops
  - Work on Server Consolidation, Linux, LPAR, Domino and IXA/IXS deals
  - i890 Roll out
  - Worldwide eTM representative for iSeries
  - Customer presentations on IXA/IXS, on demand, iSeries Trends & Directions
  - Work the large multi national accounts such as HSBC and AIG
- Director Worldwide Sales – eServer iSeries 12/2004
  - Manage Worldwide team of iSeries Sales and Product Executives
  - Work with Customers, BPs and IBMers to sell and promote the iSeries
  - Started "Casino in a Box" strategy for the gaming environment.

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