

John Stewart Joins Partner Perspectives as Vice President, Public Sector Practice

FORT MYERS, FLORIDA, UNITED STATES, July 28, 2020 /EINPresswire.com/ -- Partner Perspectives announces today that John Stewart has joined the global consulting firm to lead their Public Sector Practice.

"Federal, state, and local government along with K-12 and higher education customers continue to invest in technology and services to meet the needs of their constituents. Vendors and channel partners are interested in serving this space but are often intimidated by barriers of entry on contract, pricing, and legal requirements. With the addition of John Stewart, we are uniquely positioned to provide public sector expertise to vendors and partners interested in increasing sales in this segment." said Tim Lowe, CEO of Partner Perspectives.

Stewart has a diverse 30-year track record in the tech industry, working with major technology vendors, distribution, government agencies, schools, universities, and consortiums. He has held various end-user sales, technical sales, channel sales, and contract management roles, most recently as a public sector channel manager for HP Inc. He knows from experience what it is like to sit on both sides of the government procurement table as he previously served as Manager of Technology Brokering for the State of Washington.

His specialties include channel development, public sector contract strategy, partner program

The logo for Partner Perspectives, featuring a stylized blue graphic of three parallel lines on the left, followed by the words "Partner Perspectives" in a blue, sans-serif font.

design, and implementation, contract compliance management and training, channel co-selling strategy, and training as well as channel conflict policy creation and mitigation.

"I'm excited to join Partner Perspectives to help our clients address this unique customer segment," said Stewart. "Government and Education customers need channel partners familiar with their goals, contractual requirements, methods of procurement, and sales engagement practices. I look forward to working with both channel partners and vendors to help them address the significant opportunity represented by government and education customers."

You can learn more about John Stewart and Partner Perspectives on our website:

www.partner-perspectives.com

Partner Perspectives is a global management consulting agency focused on enabling clients to maximize their investments in the technology partner channel. Partner Perspectives is an operating division of TJL Information Technologies, Inc., founded in 2006.

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