

JSG Appoints Paul Constantine as Chief Engagement Officer to Help Clients Build the Next Generation of Partner Growth

Constantine joins JSG as technology companies rethink partner growth strategies for an AI-enabled, experience-led ecosystem

OCEAN RIDGE, FL, UNITED STATES, August 6, 2026 /EINPresswire.com/ -- To enable the B2B channel to better navigate the new era of business innovation and growth, [JSG](#), a leading authority on go-to-market strategy, channel transformation and ecosystem growth, today announced [Paul Constantine](#) has joined the firm as Chief Engagement Officer and a member of its Executive Leadership Team.



Paul Constantine, Chief Engagement Officer, JSG

Constantine brings more than two decades of executive leadership experience in distribution, supplier strategy, global operations, and recurring revenue business models to JSG. A recognized growth strategist, Constantine will offer JSG's clients and the industry a high-impact perspective on how every layer of the technology channel must work together to drive sustainable growth.

As Chief Engagement Officer, Constantine will work directly with JSG's growing base of customers spanning technology vendors, distributors, service providers and strategic partners. His efforts expand JSG's focus on modernizing customers' go-to-market strategies, strengthening partner ecosystems, improving channel profitability and helping organizations translate market disruption into competitive advantage.

"JSG has built its reputation by bringing together the best talent, programs and advisory capabilities to solve the channel's most difficult growth challenges," said [Janet Schijns, CEO, JSG](#). "Paul is one of the most respected and accomplished executives in our industry. He understands

the economics, relationships and operational realities that help determine whether a channel strategy will produce the desired results. Having Paul join the JSG team is a major win for our clients and for the industry as we continue our mission to #SaveTheChannel."

JSG's New Chief Engagement Officer Helps Businesses Navigate Periods of Change Successfully

A recognized channel leader, Constantine spent more than twenty years helping to transform ScanSource from a specialized distributor into a diversified company generating more than \$3 billion annually. Throughout that journey, he led organizations across North America and Europe, working closely with vendors, distributors, suppliers and partners to build scalable growth strategies and strengthen customer relationships.

Most recently, Constantine led Supplier Services for Intelisys, a ScanSource company, where he helped expand strategic supplier relationships and advance the company's recurring revenue business. Previous executive roles included President of ScanSource EMEA, Co-President of Worldwide Barcode, Networking and Security, and President of ScanSource POS and Barcode for the United States and Canada.

"The growth opportunity surrounding the channel has never been greater or more complex," said Schijns. "Achieving success today, and in the future, requires an ecosystem engagement strategy that connects suppliers, distributors, partners and customers around shared goals and business outcomes, and that alignment is exactly what we are building on and delivering under Constantine's leadership."

"I have long admired JSG's work and its willingness to challenge conventional channel thinking while remaining relentlessly focused on business outcomes," said Constantine. "The firm has assembled an exceptional team with deep, practical experience and a genuine commitment to its clients. I am excited to join Janet and the JSG team, work directly with clients and apply what I have learned to help them simplify complexity, strengthen partnerships and build sustainable growth."

"Paul is respected throughout the industry because he understands how to turn channel opportunity into real business," said Jim Glackin, Chief Revenue Officer, COEO Solutions. "He knows how to align suppliers, partners and internal teams around a clear growth strategy, and he brings the operating discipline required to execute it. Paul combines strategic thinking with a deep understanding of how business actually gets done in the channel. His addition to JSG will create immediate value for their clients."

About JSG

JSG is a leading authority on go-to-market strategies, channel programs and channel marketing in the technology industry. The firm helps technology vendors, distributors, service providers and partners design, activate and optimize indirect routes to market through strategic planning, channel transformation, sales enablement, demand generation, research and governance.

JSG is the trusted firm behind numerous award-winning channel transformations and measurable client growth initiatives. Its mission is to #SaveTheChannel by helping companies build simpler, stronger and more profitable partner ecosystems.

For more information, visit www.jsghow.com.

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