**Nick Parker**

**Corporate Vice President**

**OEM Division, Microsoft**



As corporate vice president of the Original Equipment Manufacturer (OEM) Division at Microsoft Corp., Nick Parker oversees worldwide sales, marketing and licensing of pre-installed Windows operating systems on mobile and embedded devices, personal computers, and servers produced by OEMs and system builders.

In this role, Parker is also responsible for the pre-installation of Microsoft applications on OEM- and system builder-produced hardware and the relationship between Microsoft and the original device manufacturers that engineer, design and build mobile and embedded devices, personal computers and servers for OEMs, as well as the relationships with device and telecommunication distributors.

Before this role, Parker was the vice president of Worldwide Marketing for Microsoft Corp.’s OEM Division. Parker was responsible for defining and executing worldwide marketing strategies, programs and campaigns with OEMs to achieve mutual business objectives and customer satisfaction.

Prior to that, Parker served as the general manager of Worldwide Sales for HP at Microsoft, responsible for the worldwide HP and Microsoft product portfolio, sales and marketing strategy, and resultant revenue and investments.

From 2003 to 2007, Parker built and managed the sales and technical teams to execute solution development and field sales programs with Dell, EMC, HP, Fujitsu, NEC, Hitachi, IBM and Unisys. From 2000 to 2003, he worked as director of Systems Integrator Partnerships for Microsoft, leading a team of business development managers to create and sell service offerings on the Microsoft platform with companies such as KPMG, Cap Gemini, PwC and Lucent Technologies.

Parker has been in the IT industry for 22 years, working for an Olivetti retailer, Research Machines and Visio before joining Microsoft.