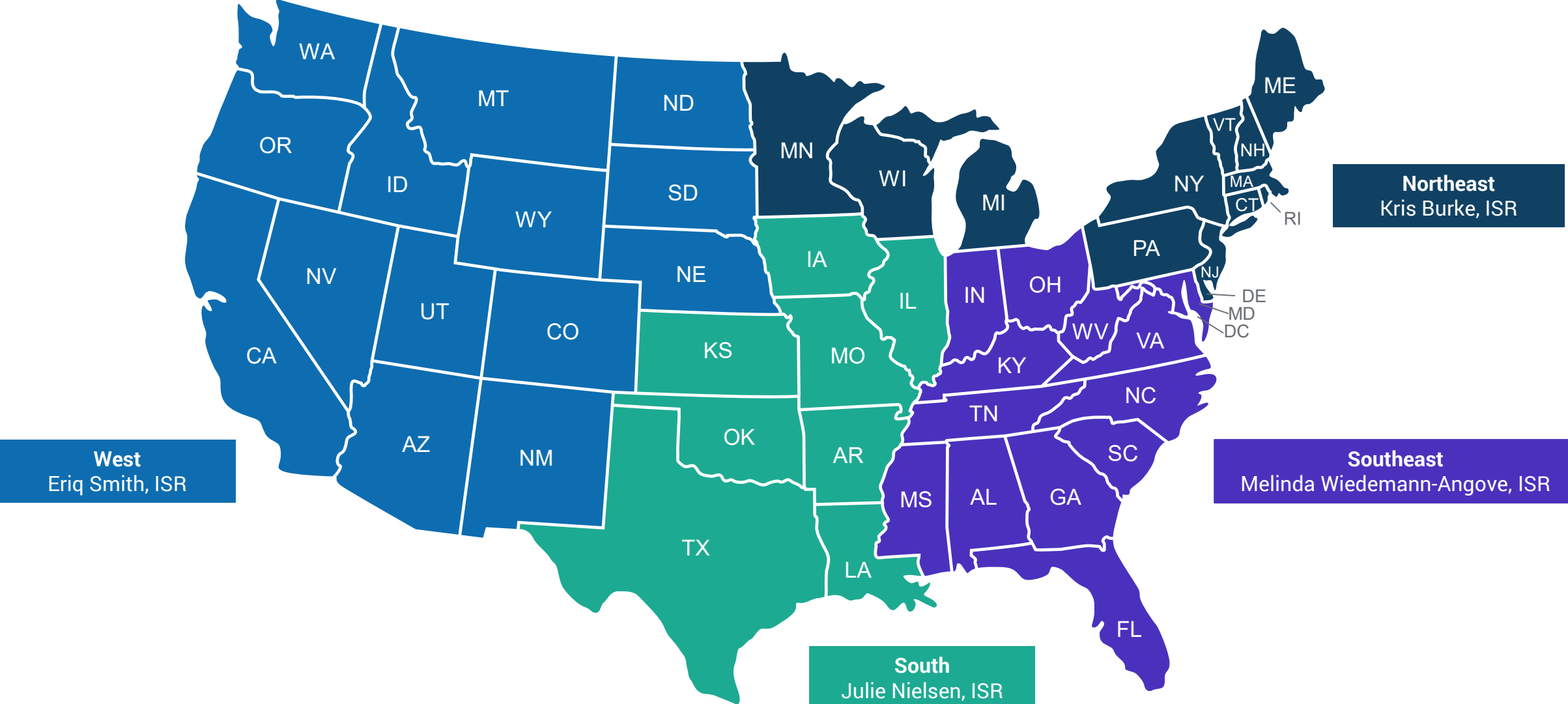


Americas | Inside Sales



Inside Sales Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Customer Support (CS): Order entry, status and expedition

Region	Role	Name	Email	Mobile/Direct
West	ISR	Eriq Smith	esmith@lantronix.com	
South	ISR	Julie Nielsen	jnielsen@lantronix.com	952-996-1569
Northeast	ISR	Kris Burke	kburke@lantronix.com	949-453-7167
Southeast	ISR	Melinda Wiedemann-Angove	mwiedemann@lantronix.com	952-582-6494

North America Lantronix Channel Sales Team: Distribution-facing



WEST
Channel Manager:
Bob Haugen
Rhaugen@lantronix.com

EAST
Channel Manager:
Mike Furtado
Mfurtado@lantronix.com

WEST
Channel Manager:
Mike Furtado
Mfurtado@lantronix.com

Inside Sales Rep, West
Eriq Smith
Esmith@lantronix.com

SOUTH
Channel Manager: Mike Ruiz
Mruiz@lantronix.com

Inside Sales Rep, South
Julie Nielsen
Jnielsen@lantronix.com

SOUTHEAST
Channel Manager:
Nick Goddard
NGoddard@lantronix.com

Inside Sale Rep, SE
Melinda Wiedemann-Angrove
mweiedemann@lantronix.com

NORTHEAST
Channel Manager:
Bob Haugen
Rhaugen@lantronix.com

Inside Sales Rep, NE
Kris Burke
kburke@lantronix.com

North America Lantronix Channel Sales Team: Distribution-facing

How to Engage Lantronix:

Primary POC for Distributors:

BA Ray (Baray@lantronix.com) Sr. Worldwide Chanel Manager

Sales Manager

POC for VAR-Related Inquiries:

Channel Managers & Inside Sales by VAR HQ Location

Post-Sales Questions: Custsupport@Lantronix.com

Pre-Sales Questions: Inside_Amer@lantronix.com

North America Lantronix Channel Sales Team: VAR-facing

WEST

Channel Manager:
Mike Furtado
Mfurtado@lantronix.com

Regional Sales Manager:
Dylan Tinz:
dtinz@lantronix.com
Joe Mohsenian:
jmohsenian@lantronix.com

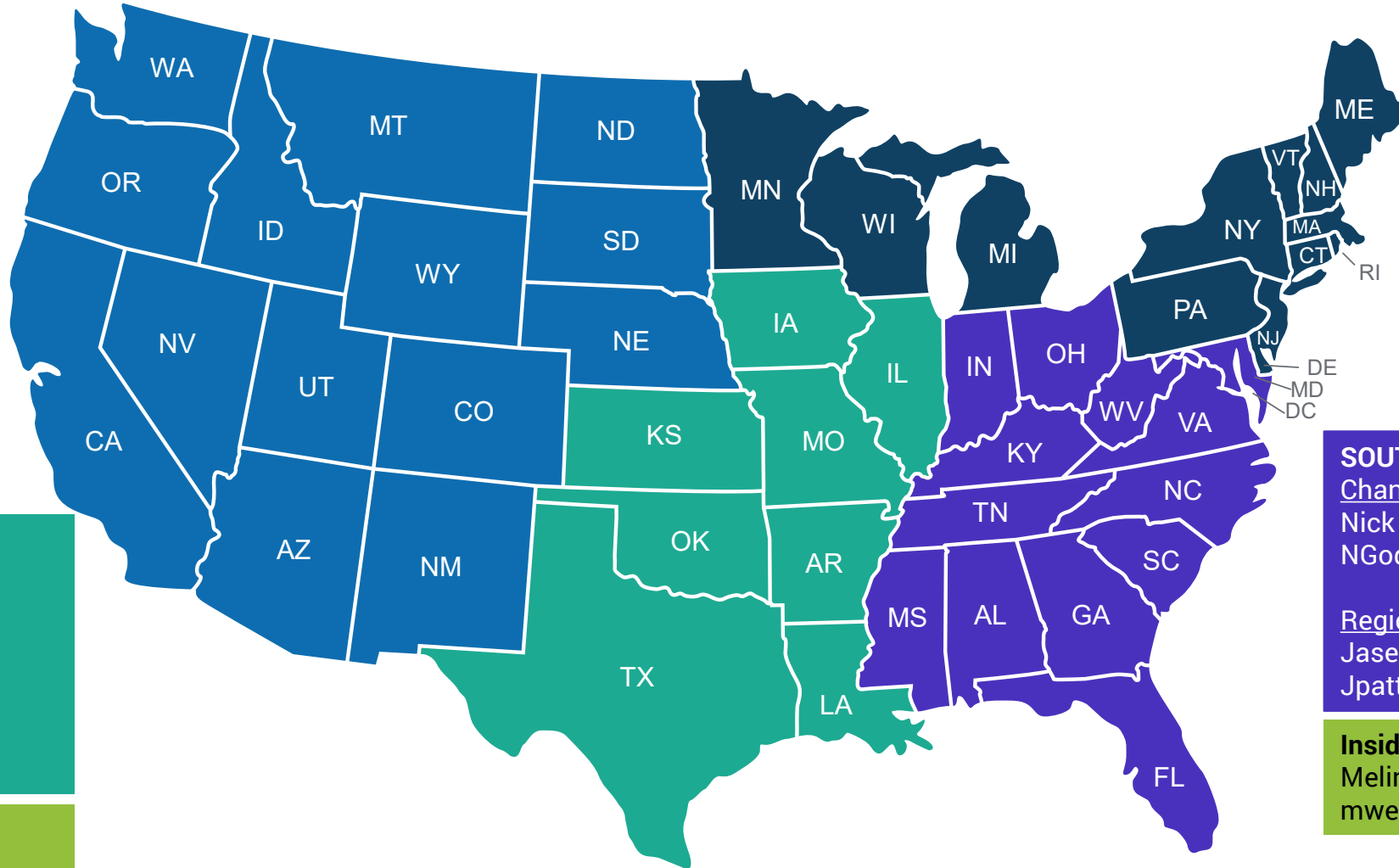
Inside Sales Rep, West
Eriq Smith
Esmith@lantronix.com

SOUTH

Channel Manager:
Mike Ruiz
Mr Ruiz@lantronix.com

Regional Sales Manager:
Alphie Kilgus
Akilgus@lantronix.com

Inside Sales Rep, South
Julie Nielsen
Jnielsen@lantronix.com



NORTHEAST

Channel Manager:
Bob Haugen
Rhaugen@lantronix.com

Regional Sales Manager:
John Foley
Jfoley@lantronix.com

Inside Sales Rep, NE
Kris Burke
kburke@lantronix.com

SOUTHEAST

Channel Manager:
Nick Goddard
NGoddard@lantronix.com

Regional Sales Manager:
Jase Patty
Jpatty@lantronix.com

Inside Sale Rep, SE
Melinda Wiedemann-Angrove
mweiedemann@lantronix.com

North America Lantronix Channel Sales Team: VAR-facing

How to Engage Lantronix:

POC for Var Inquiries:

- Channel Managers & Inside Sales by VAR HQ Location

POC for End User Inquiries:

- Regional Sales Managers by VAR HQ Location

Primary POC for Dsitributors:

- BA Ray (Baray@lantronix.com) Sr. Worldwide Chanel Sales Manager

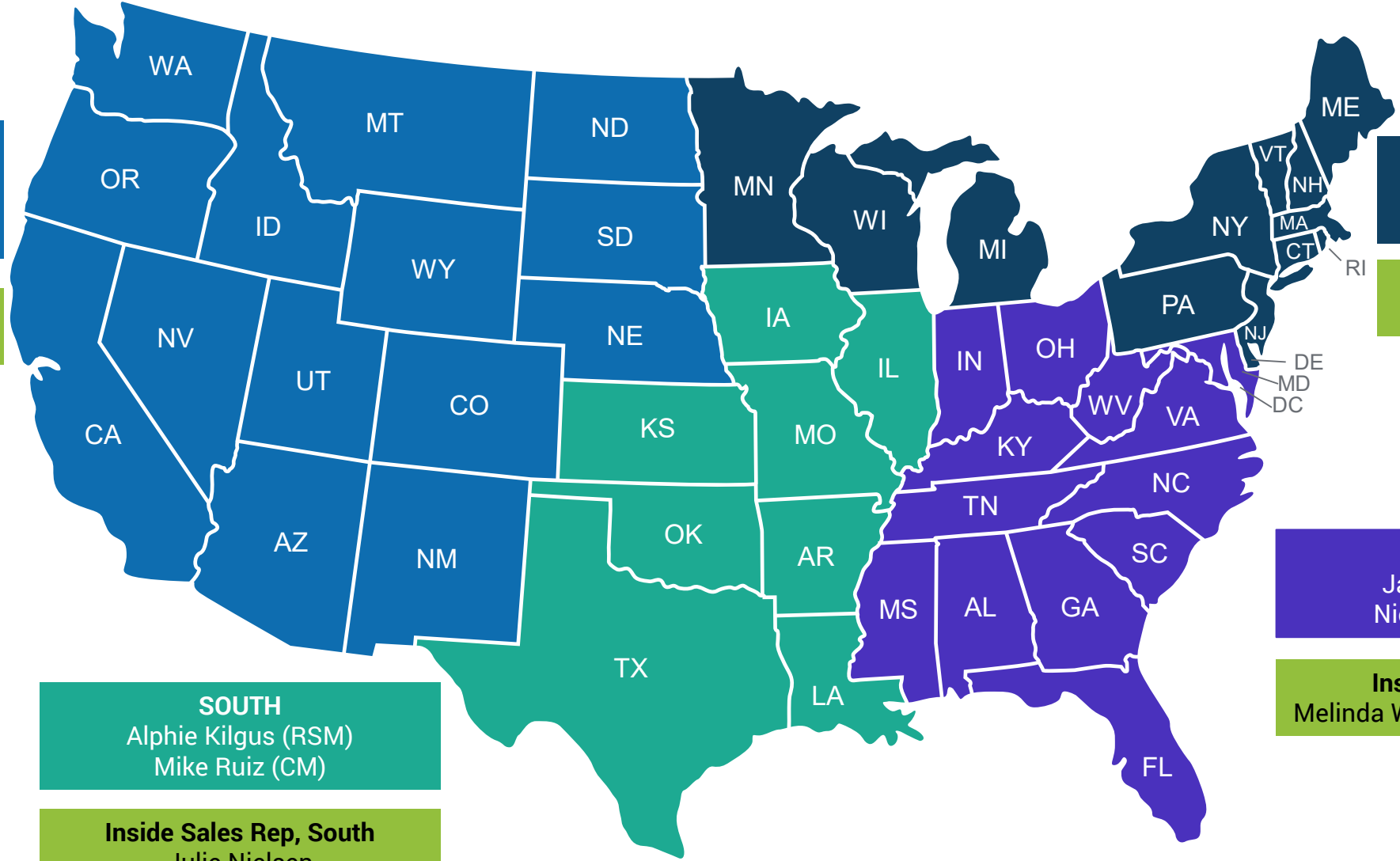
Post-Sales Questions: Custsupport@Lantronix.com

Pre-Sales Questions: Inside_Amer@lantronix.com

Americas | Outside Sales

WEST
Dylan Tinz
Joe Mohsenian (RSM)
Mike Furtado (CM)

Inside Sales Rep, West
Eriq Smith, ISR



NORTHEAST
John Foley (RSM)
Bob Haugen (CM)

Inside Sales Rep, NE
Kris Burke

SOUTHEAST
Jase Patty (RSM)
Nick Goddard (CM)

Inside Sale Rep, SE
Melinda Wiedemann-Angove, ISR

SOUTH
Alphie Kilgus (RSM)
Mike Ruiz (CM)

Inside Sales Rep, South
Julie Nielsen

Americas System Solutions Contact Details

Lantronix Team: Roles, Responsibility and Contacts

National Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing
 Regional Sales Manager (RSM/ASM): End customer support & opportunity management
 Customer Support (CS): Order entry, status and expedition
 Field Application Engineer (FAE):

Region	Role	Name	Email	Mobile/Direct
Dir. Americas's Sales		Derek Pettis	dpettis@lantronix.com	763-291-9430
West	RSM	Joe Moheanian	jmohsenian@lantronix.com	858-774-6259
	CSM	Mike Furtado	mfurtado@lantronix.com	949-292-1769
	Outside Sales Rep	Dylan Tinz	dtinz@lantronix.com	949-391-8895
South	RSM	Alphie Kilgus	akilgus@lantronix.com	512-762-1513
	CSM	Mike Ruiz	mruiz@lantronix.com	858-603-0076
Southeast	RSM	Jase Patty	jpatty@lantronix.com	678-758-9504
	CSM	Nick Goddard	ngoddard@lantronix.com	330-241-3302
Northeast	RSM	John Foley	jfoley@lantronix.com	585-259-1486
	CSM	Bob Haugen	rhaugen@lantronix.com	612-750-1149
N. Amer	Sr. FAE	Dennis Troxel	dtroxel@lantronix.com	727-424-1411
N. Amer	FAE	Kevin Harwell	kharwell@lantronix.com	214-769-3925
N. Amer	FAE	David Gilbert	Ddgilbert@lantronix.com	203-257-6629
N. Amer	FAE	Adam Thompson	athompson@lantronix.com	512-708-8409
N. Amer	FAE	Dennis Winn	DWinn@lantronix.com	408-230-1170
N. Amer	FAE	Matt Drechsler	mdrechsler@lantronix.com	512-226-3214
N.Amer	FAE	Prashant Desai	prdesai@lantronix.com	
		Customer Support	custsupport@lantronix.com	
		Federal Sales	fedgov@lantronix.com	

Americas | Manufacturing Rep Firms

Northwest | West Canada
Cascade Technical Sales

Midwest | Western PA
Rathsburg

Upstate NY
Electra Sales

Eastern Canada
Kaltron

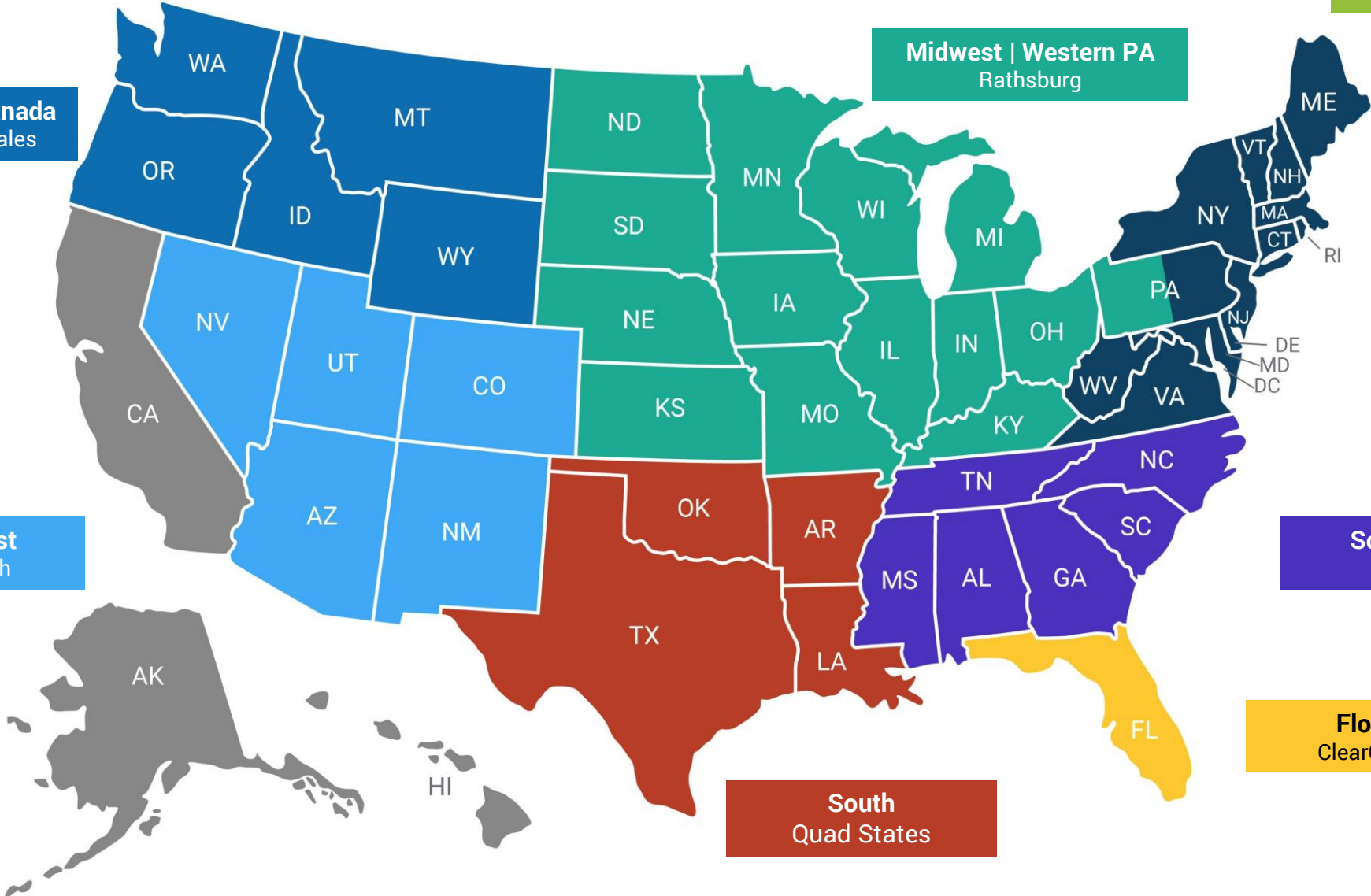
Northeast | Eastern PA
SJ Associates

Southwest
Innovatech

Southeast
Interep

Florida
ClearComm

South
Quad States



CALA



Latin America, Central America, South America
TBD

Brazil

CALA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing
Regional Sales Manager (RSM/ASM): End customer support & opportunity management
Customer Support (CS): Order entry, status and expedition
Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Phone	Skype	Location
RSM	Javier Ouret	jouret@lantronix.com	+54 9 11 41479212		Buenos Aires
CS	Customer Support	custsupport@lantronix.com	n/a		

EMEA - Europe

Eastern Europe | Northern Europe
Gregor Meier, RSM

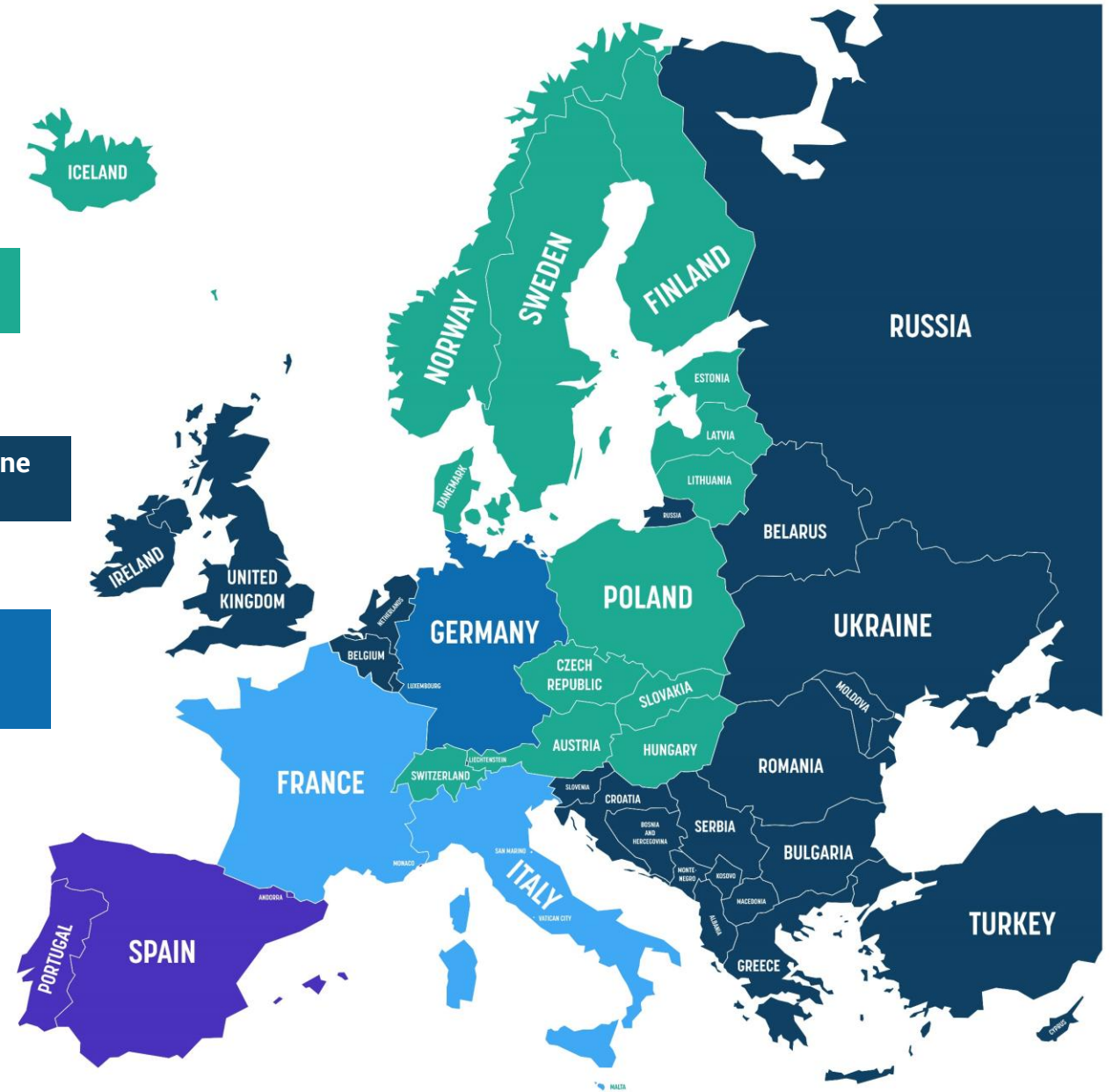
Western Europe | Gibraltar | Belarus | Russian Federation | Ukraine
TBD

Germany
Pellegriano Spina, RSM
Gregor Meier, RSM

Southern Europe
Pellegriano Spina, RSM

EMEA

Oliver Gneuss, Sales Director
Helder Resende, Sr Channel Manager
Dardan Gecaj / Ronny Gering, ISR



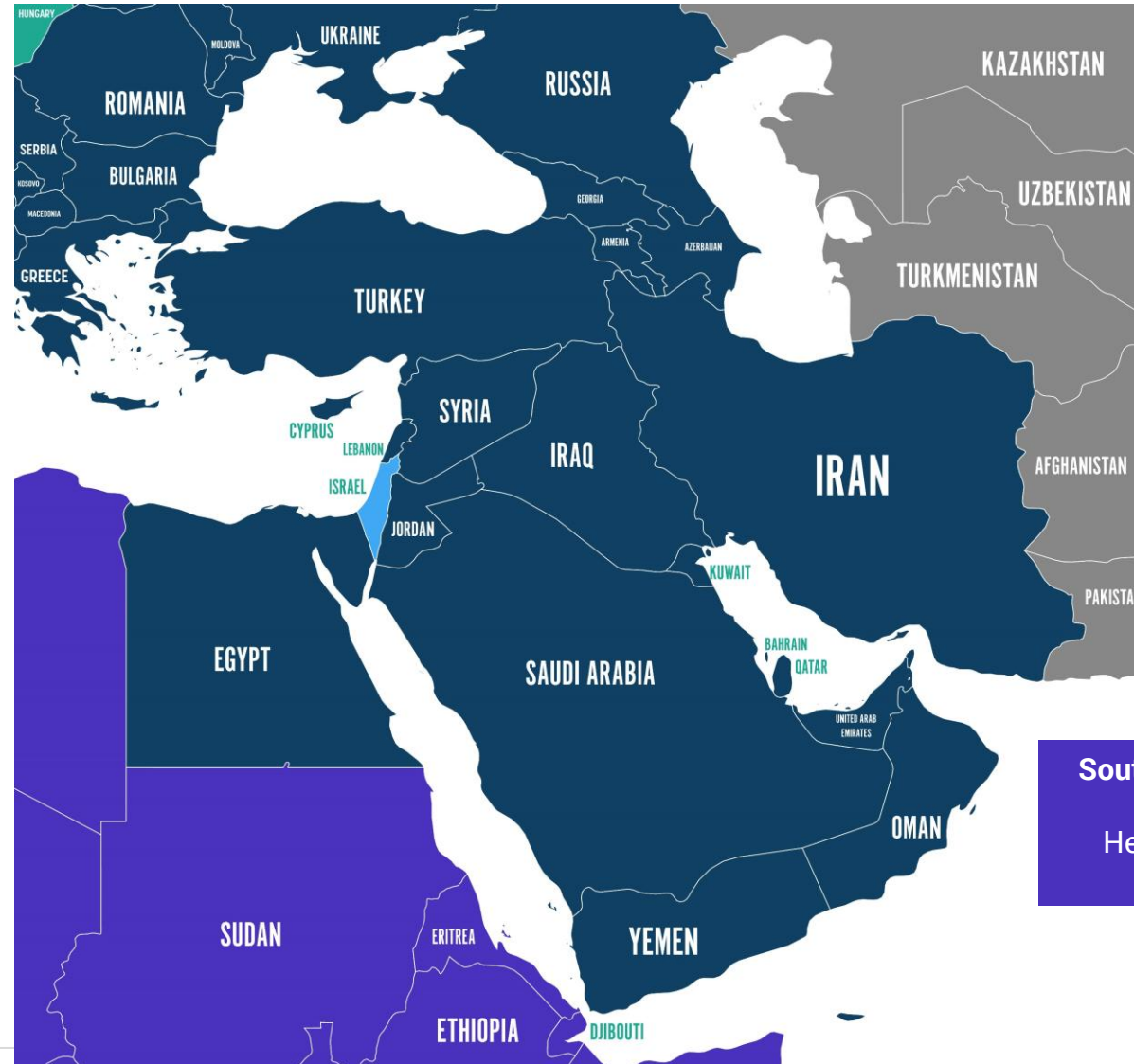
Southern Europe
Helder Resende, RSM

EMEA – Middle East & Africa

Southern Europe | Middle East
TBD

APAC Team

Israel
Pellegrino Spina, RSM



EMEA
Oliver Gneuss, Sales Director
Helder Resende, Sr Channel Manager
Dardan Gecaj / Ronny Gering, ISR

Southern Europe | Middle East |
Africa
Helder Resende, Sr Channel
Manager

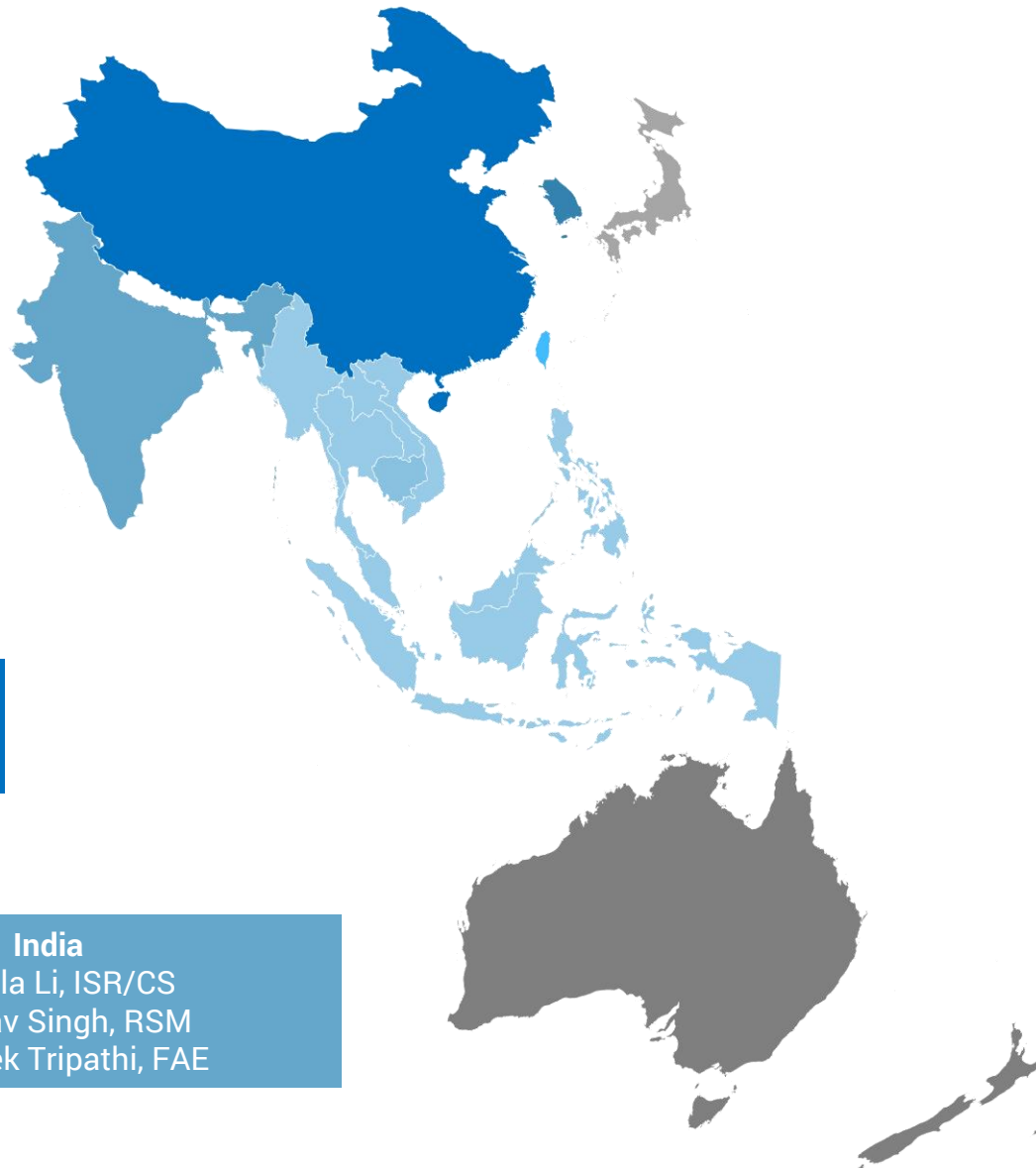
EMEA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
 Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing
 Regional Sales Manager (RSM/ASM): End customer support & opportunity management
 Customer Support (CS): Order entry, status and expedition
 Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
Sales Director	Oliver Gneuss	ogneuss@lantronix.com		+49(0)173 6764628	Germany
CM	Helder Resende	hresende@lantronix.com		+351919793317	Portugal
ISR	Dardan Gecaj	dgecaj@lantronix.com		+49(0)15786889781	Germany
RSM	Gregor Meier	gmeier@lantronix.com		+49(0)1728691087	Germany
RSM	Pellegrino Spina	pspina@lantronix.com		+49(0)1726652832	Germany
RSM	Ronny Gering	rgering@lantronix.com	+49(0)36778042300	+49(0)17618042213	Germany
FAE	Fadil Beqiri	fbeqiri@lantronix.com	+49 (0) 3677 8042 251	+49 (0) 172 3790 792	Germany
FAE	Ivan Pim	ipim@lantronix.com		+44 7879 01 07 01	
FAE	Roberto Modelo	rmoledo@lantronix.com		+34 664 685 140	Spain
CS	Customer Support	custsupport@lantronix.com	n/a	n/a	

APAC



APJ
Ven Wang, Sales Director
Arthur Chua, Technical Sales
Engineering Manager

China
Yvonne Cheng, ISR, Acting RSM
Arthur Zhang, FAE

Hong Kong
Yvonne Cheng, ISR/CS
Arthur Zhang, FAE

India
Fabiola Li, ISR/CS
Vaibhav Singh, RSM
Abhishek Tripathi, FAE

Japan
Fabiola Li, ISR/CS
Masaru Tanaka, RSM
Tetsu Ito, FAE

Korea
Lily Fu, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

Taiwan
Lily Fu, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

ASEAN
Lily Fu, ISR/CS
Ven Wang, RSM
JD Yong, FAE
Teddy Yao, FAE to VN

Australia | New Zealand
Fabiola Li, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

Powered by Bing
© Australian Bureau of Statistics, GeoNames, Microsoft, Navinfo, TomTom

APAC Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Business Development and Tactical Marketing: Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Role	Name	Email	Mobile	Location
Sr Dir, APAC Sales	Ven Wang	vwang@lantronix.com	+886963066830	Taiwan
ISR/CS	Lily Fu	lfu@lantronix.com	+8867010165714	Taiwan
ISR/CS	Fabiola Li	fli@lantronix.com	+8867010165714	Taiwan
ISR/CS	Yvonne Cheng	ycheng@lantronix.com	+8619821955582	China
RSM	Vaibhav Singh	vsingh@lantronix.com	+919015551052	India
RSM	Masaru Tanaka	MTanaka@lantronix.com	+81-90-3716-9840	Japan
FAE	Teddy Yao	tyao@lantronix.com	+886 915-321-295	Taiwan
FAE	Abhishek Tripathi	atripathi@lantronix.com	+919820685977	India
FAE	Arthur Zhang	azhang@lantronix.com	+862162378868	China
FAE	Tetsu Ito	tetsu.ito@lantronix.com	+81-90-7592-4935	Japan
FAE	JD Yong	jdyong@lantronix.com	+60196224599	Malaysia
TSE	Arthur Chua	achua@lantronix.com	+65 9736 8385	Singapore