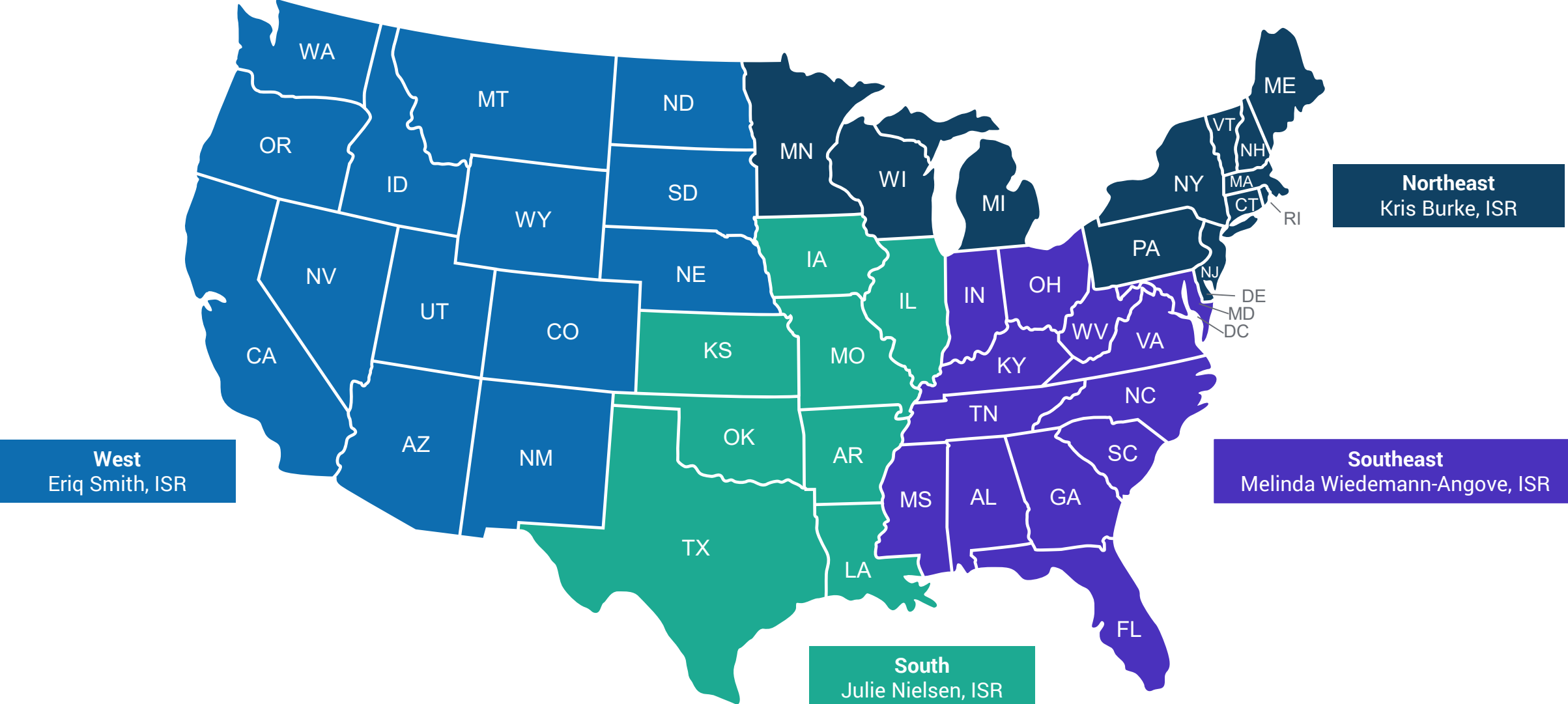


# Americas | Inside Sales



# Inside Sales Contact Details

## Lantronix Team: Roles, Responsibility and Contacts

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

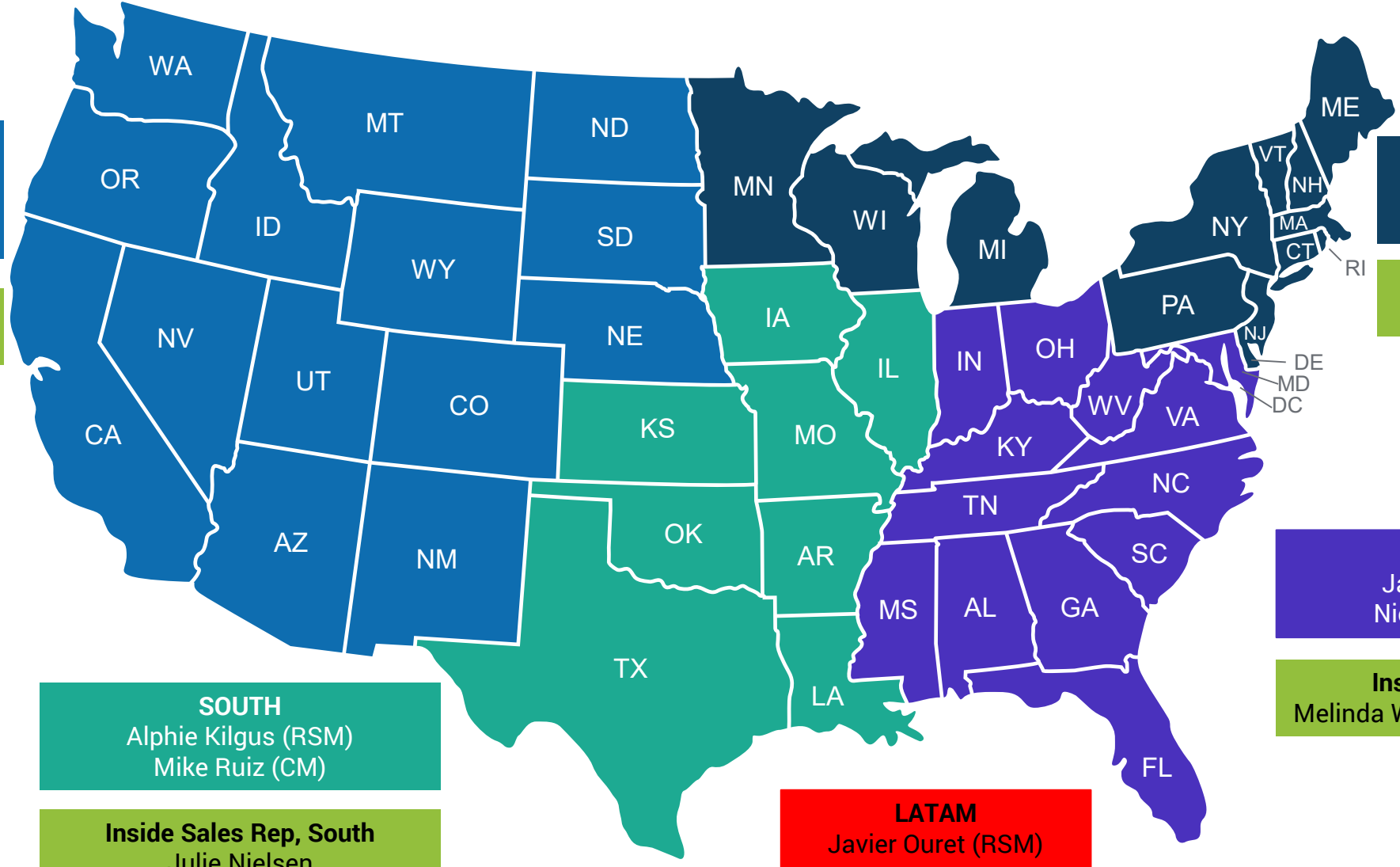
Customer Support (CS): Order entry, status and expedition

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

# 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

**LATAM**  
Javier Ouret (RSM)

# 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	<a href="mailto:dpettis@lantronix.com">dpettis@lantronix.com</a>	763-291-9430
West	RSM	Joe Moheanian	<a href="mailto:jmohsenian@lantronix.com">jmohsenian@lantronix.com</a>	858-774-6259
	CSM	Mike Furtado	<a href="mailto:mfurtado@lantronix.com">mfurtado@lantronix.com</a>	949-292-1769
	Outside Sales Rep	Dylan Tinz	<a href="mailto:dtinz@lantronix.com">dtinz@lantronix.com</a>	949-391-8895
South	RSM	Alphie Kilgus	<a href="mailto:akilgus@lantronix.com">akilgus@lantronix.com</a>	512-762-1513
	CSM	Mike Ruiz	<a href="mailto:mruiz@lantronix.com">mruiz@lantronix.com</a>	858-603-0076
Southeast	RSM	Jase Patty	<a href="mailto:jpatty@lantronix.com">jpatty@lantronix.com</a>	678-758-9504
	CSM	Nick Goddard	<a href="mailto:ngoddard@lantronix.com">ngoddard@lantronix.com</a>	330-241-3302
Northeast	RSM	John Foley	<a href="mailto:jfoley@lantronix.com">jfoley@lantronix.com</a>	585-259-1486
	CSM	Bob Haugen	<a href="mailto:rhaugen@lantronix.com">rhaugen@lantronix.com</a>	612-750-1149
LATAM	RSM	Javier Ouret	<a href="mailto:jouret@lantronix.com">jouret@lantronix.com</a>	+54 9 11 41479212
N. Amer	Sr. FAE	Dennis Troxel	<a href="mailto:dtroxel@lantronix.com">dtroxel@lantronix.com</a>	727-424-1411
N. Amer	FAE	Kevin Harwell	<a href="mailto:kharwell@lantronix.com">kharwell@lantronix.com</a>	214-769-3925
N. Amer	FAE	David Gilbert	<a href="mailto:Ddgilbert@lantronix.com">Ddgilbert@lantronix.com</a>	203-257-6629
N. Amer	FAE	Adam Thompson	<a href="mailto:athompson@lantronix.com">athompson@lantronix.com</a>	512-708-8409
N. Amer	FAE	Dennis Winn	<a href="mailto:DWinn@lantronix.com">DWinn@lantronix.com</a>	408-230-1170
N. Amer	FAE	Matt Drechsler	<a href="mailto:mdrechsler@lantronix.com">mdrechsler@lantronix.com</a>	512-226-3214
N.Amer	FAE	Prashant Desai	<a href="mailto:prdesai@lantronix.com">prdesai@lantronix.com</a>	
		Customer Support	<a href="mailto:custsupport@lantronix.com">custsupport@lantronix.com</a>	
		Federal Sales	<a href="mailto:fedgov@lantronix.com">fedgov@lantronix.com</a>	

# Americas | Manufacturing Rep Firms

**Northwest | West Canada**  
Cascade Technical Sales

**Midwest | Western PA**  
Rathsburg

**Upstate NY**  
Electra Sales

**Eastern Canada**  
Kaltron

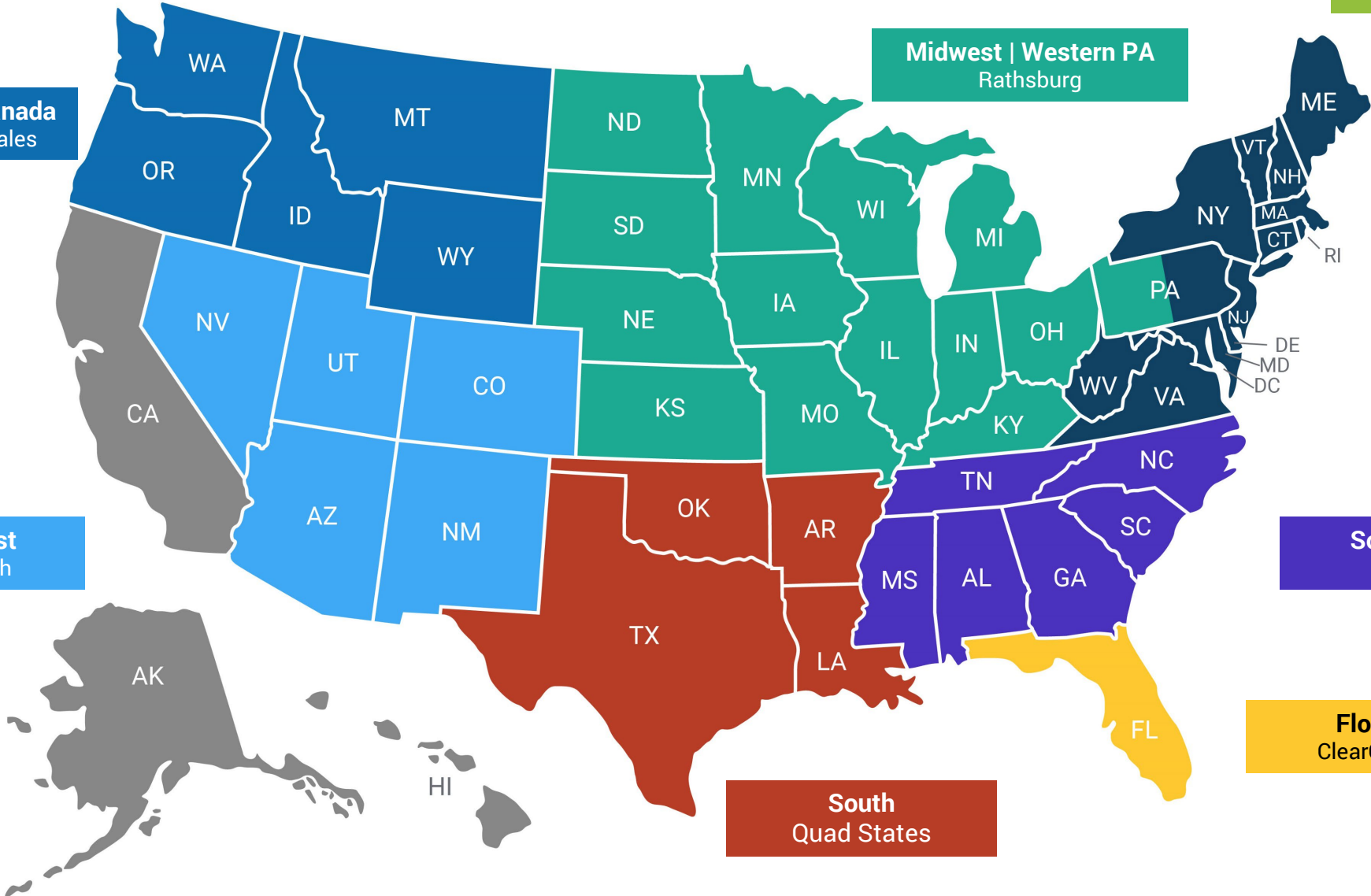
**Northeast | Eastern PA**  
SJ Associates

**Southwest**  
Innovatech

**Southeast**  
Interep

**Florida**  
ClearComm

**South**  
Quad States



# CALA



Latin America, Central America, South America  
Javier Ouret, RSM

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	<a href="mailto:jouret@lantronix.com">jouret@lantronix.com</a>	+54 9 11 41479212		Buenos Aires
CS	Customer Support	<a href="mailto:custsupport@lantronix.com">custsupport@lantronix.com</a>	n/a		

# EMEA - Europe

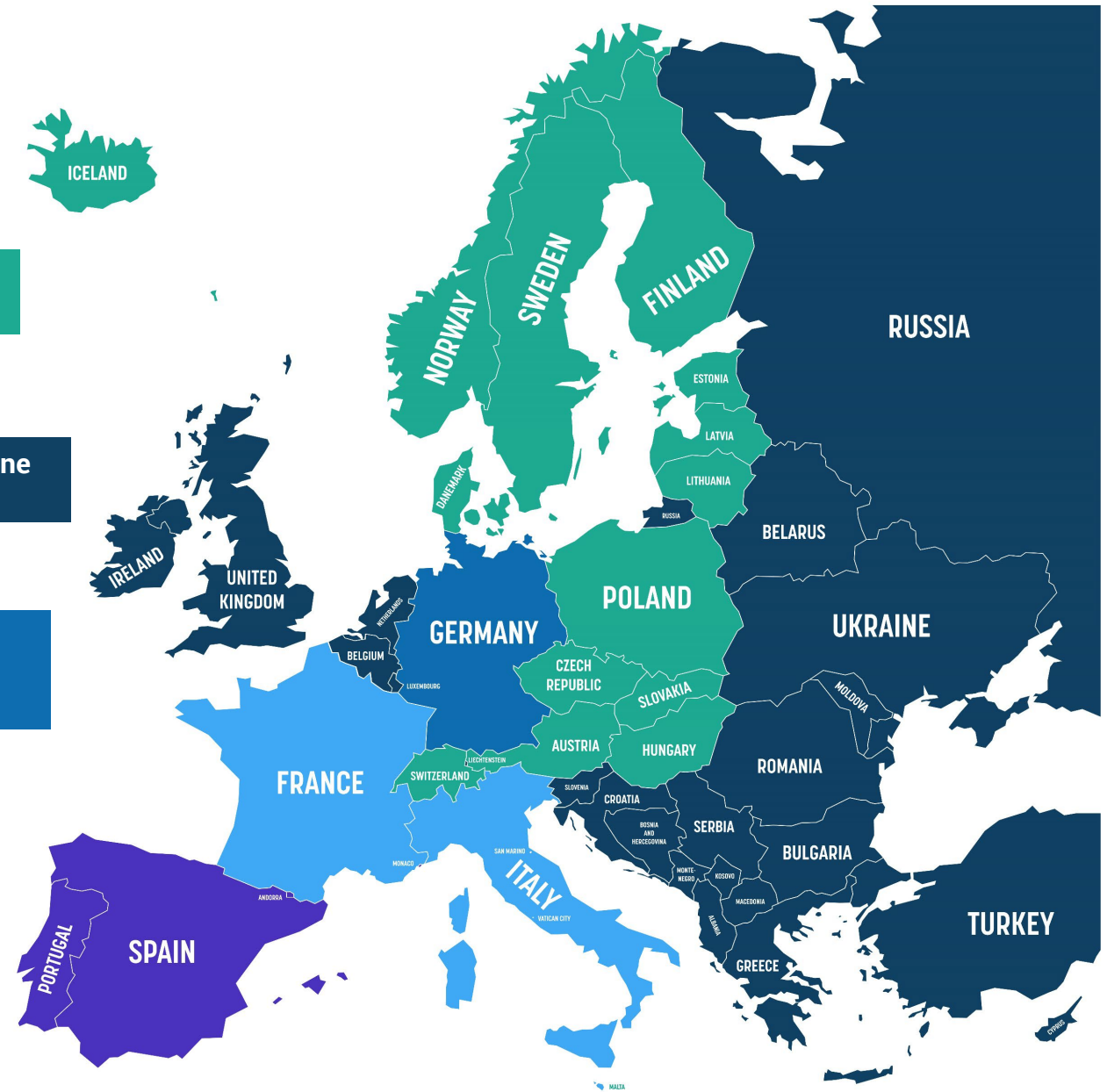
Eastern Europe | Northern Europe  
Gregor Meier, RSM

Western Europe | Gibraltar | Belarus | Russian Federation | Ukraine  
Graham Howton, RSM

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

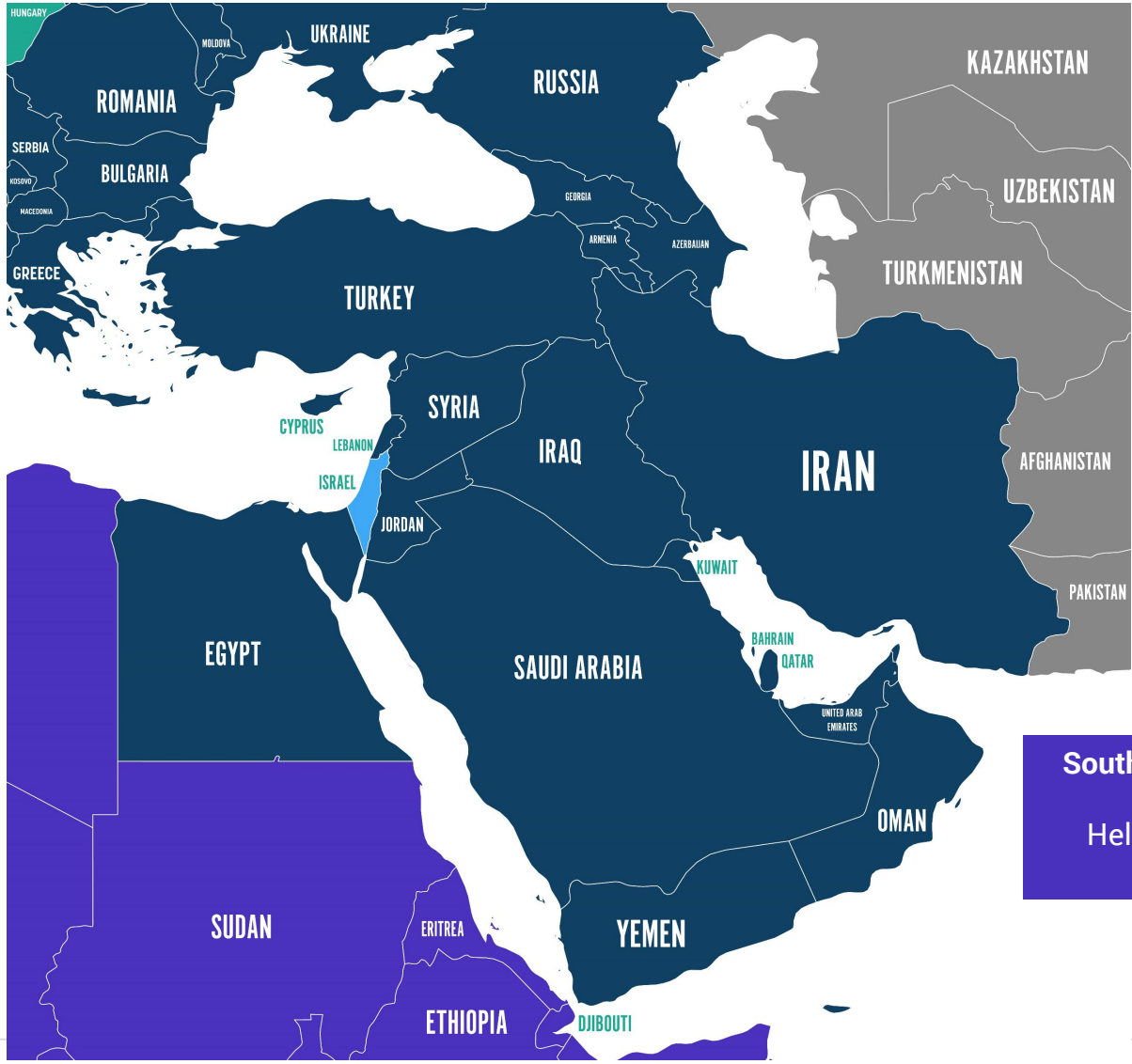
**Southern Europe | Middle East**  
Graham Howton, RSM

**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



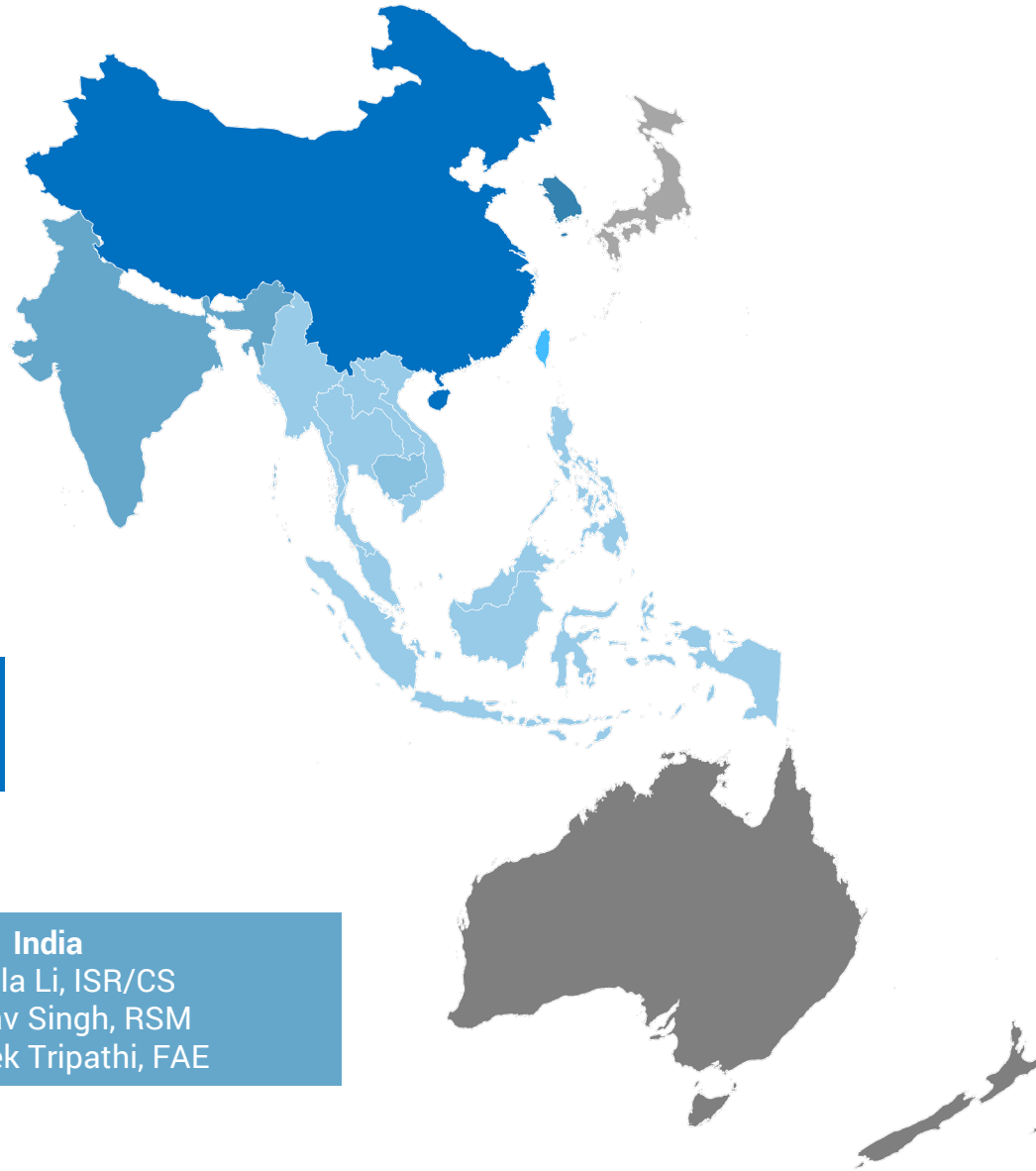
# EMEA Contact Details

## 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	<a href="mailto:ogneuss@lantronix.com">ogneuss@lantronix.com</a>		+49(0)173 6764628	Germany
CM	Helder Resende	<a href="mailto:hresende@lantronix.com">hresende@lantronix.com</a>		+351919793317	Portugal
ISR	Dardan Gecaj	<a href="mailto:dgecaj@lantronix.com">dgecaj@lantronix.com</a>		+49(0)15786889781	Germany
RSM	Gregor Meier	<a href="mailto:gmeier@lantronix.com">gmeier@lantronix.com</a>		+49(0)1728691087	Germany
RSM	Pellegrino Spina	<a href="mailto:pspina@lantronix.com">pspina@lantronix.com</a>		+49(0)1726652832	Germany
RSM	Ronny Gering	<a href="mailto:rgering@lantronix.com">rgering@lantronix.com</a>	+49(0)36778042300	+49(0)17618042213	Germany
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FAE	Ivan Pim	<a href="mailto:ipim@lantronix.com">ipim@lantronix.com</a>		+44 7879 01 07 01	
FAE	Roberto Modelo	<a href="mailto:rmoledo@lantronix.com">rmoledo@lantronix.com</a>		+34 664 685 140	Spain
RSM	Graham Howton	<a href="mailto:ghowton@lantronix.com">ghowton@lantronix.com</a>	+44 7810 553692		Europe
CS	Customer Support	<a href="mailto:custsupport@lantronix.com">custsupport@lantronix.com</a>	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

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# 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	<a href="mailto:vwang@lantronix.com">vwang@lantronix.com</a>	+886963066830	Taiwan
ISR/CS	Lily Fu	<a href="mailto:lfu@lantronix.com">lfu@lantronix.com</a>	+8867010165714	Taiwan
ISR/CS	Fabiola Li	<a href="mailto:fli@lantronix.com">fli@lantronix.com</a>	+8867010165714	Taiwan
ISR/CS	Yvonne Cheng	<a href="mailto:ycheng@lantronix.com">ycheng@lantronix.com</a>	+8619821955582	China
RSM	Vaibhav Singh	<a href="mailto:vsingh@lantronix.com">vsingh@lantronix.com</a>	+919015551052	India
RSM	Masaru Tanaka	<a href="mailto:MTanaka@lantronix.com">MTanaka@lantronix.com</a>	+81-90-3716-9840	Japan
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FAE	Abhishek Tripathi	<a href="mailto:atripathi@lantronix.com">atripathi@lantronix.com</a>	+919820685977	India
FAE	Arthur Zhang	<a href="mailto:azhang@lantronix.com">azhang@lantronix.com</a>	+862162378868	China
FAE	Tetsu Ito	<a href="mailto:tetsu.ito@lantronix.com">tetsu.ito@lantronix.com</a>	+81-90-7592-4935	Japan
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