



## Paul Kimbel

**SENIOR DIRECTOR, TECHNOLOGY, MICROSOFT**

Paul Kimbel leads the Dallas Microsoft Technology Center (MTC) and Technical Architects, which support the state-of-the-art technology facility that provides access to innovative technologies and world-class expertise. The goal of the MTC is to be the innovation epicenter for Microsoft's customers, partners, and the community to envision, design, and implement solutions that exactly meet their needs.

Paul has 22 years in the IT industry, of which 17 are with Microsoft. He has generated a breadth of skills and experience which have enabled him to be a successful sales leader. Prior to his MTC Director role, he led the Core Infrastructure Sales team, which led the U.S. in increasing Microsoft's share across: Systems Management, Windows server and client, virtualization, Public and Private cloud.

Paul led the creation of cost effective implementations of client and server virtualization, and was a leading contributor of Microsoft's Optimization sales methodology adopted worldwide. He created sales strategies for linking customer's business challenges with Microsoft products. Paul has coached hundreds of individuals across the U.S. in the most effective way to leverage the methodology to increase sales, visibility, and relevance with their customers.

Paul is active in the DFW community as an executive board member of Irving Chamber of Commerce and the lead chair for the chamber's Technology Leadership Council. He also volunteers as an active committee member of Boy Scout Troop 753, and represents Microsoft at the Dallas International Assoc. of Microsoft Channel Partners (IAMCP) and frequently speaks at business events, various schools, and universities about leadership, technology, and ideation.