

Axis – The Americas Sales Territories

Regional and Sales Organization Structure – March 2022

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United States

6 Business Areas

North American Headquarters	300 Apollo Drive, Chelmsford, MA 01824
Vice President, Americas	Fredrik Nilsson, 978-614-2000, fredrik.nilsson@axis.com
Senior Director, Sales	Larry Newman, 978-614-2030, larry.newman@axis.com
National Sales Director	Ted Wilkinson, 978-227-0263, ted.wilkinson@axis.com

West

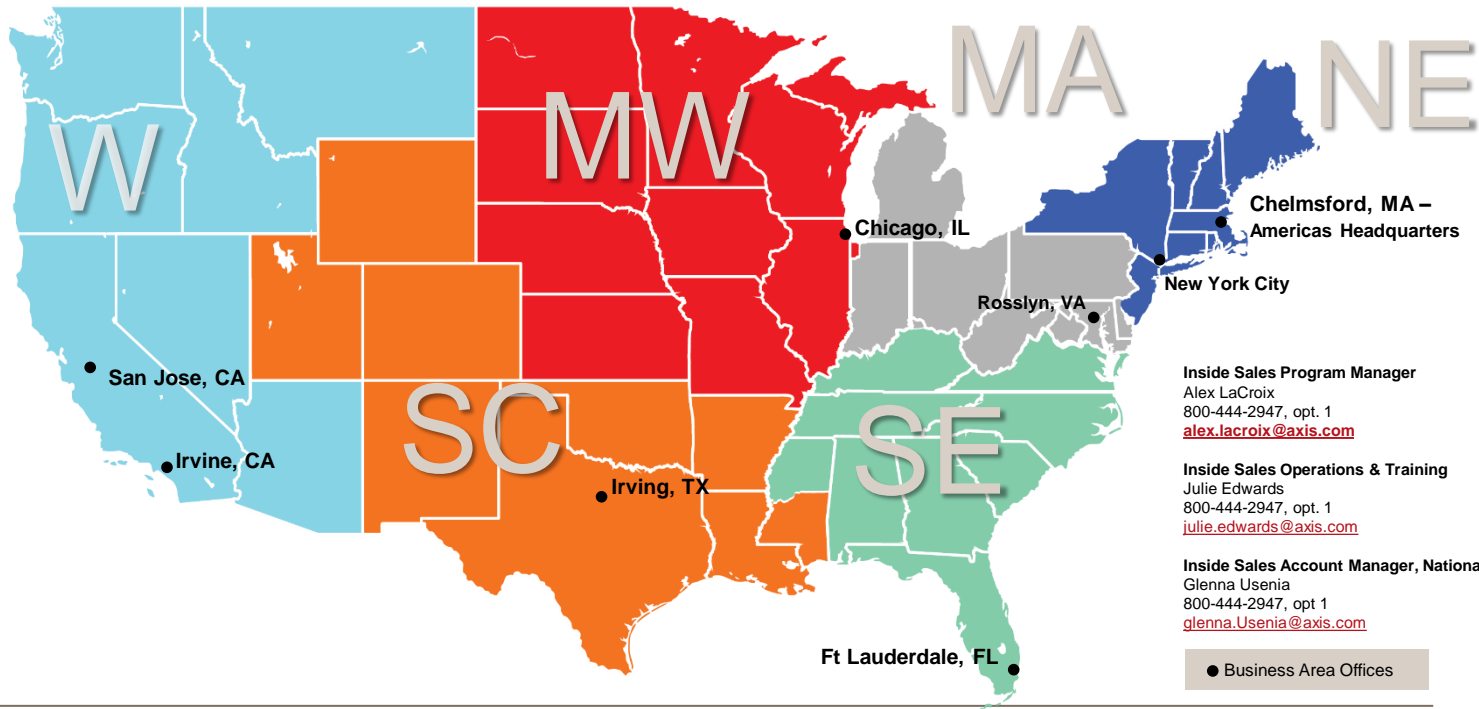
Midwest

Mid-Atlantic

Northeast

South Central

Southeast



Inside Sales Program Manager
Alex LaCroix
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Inside Sales Operations & Training
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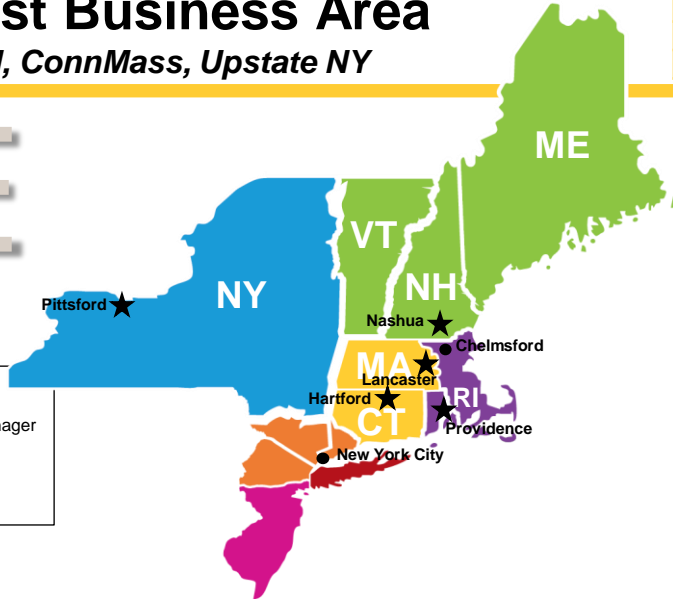
Inside Sales Account Manager, National
Glenna Usenia
800-444-2947, opt 1
glenna.Usenia@axis.com

● Business Area Offices

Northeast Business Area

New England, ConnMass, Upstate NY

NE



- = Business Area Office
- ★ = Location of RSM
- ISAM = Inside Sales Account Manager
- ISTL = Inside Sales Team Lead
- EC = End Customer
- RSM = Regional Sales Manager (Field Sales)

Office Address 978-614-2198	300 Apollo Drive, Chelmsford, MA 01824
Business Area Director	Steve Beaudry, 414-467-8761; steve.beaudry@axis.com
Area Sales Manager	Todd Carson, 203-915-6321; todd.carson@axis.com
Area Technical Manager	Rich Kaiser, 508-304-4128; rich.kaiser@axis.com

Northeast New England Region

RSM: John DeVito – Nashua 603-305-6639; john.devito@axis.com
 ISTL: Kristin Garrity – Chelmsford 800-444-2947, opt. 1; kristin.garrity@axis.com

Southeast New England Region

RSM: Tom Kelley – Chelmsford 617-291-2132; tom.kelley@axis.com
 RSM: Chris Yuknis – Chelmsford 978-877-8162; chris.yuknis@axis.com
 RSM: Jeris Braga – Providence 401-430-6248; jeris.braga@axis.com
 RSM: Nick Biagioni – Chelmsford 781-953-6638; nick.biagioni@axis.com
 ISAM: OPEN 800-444-2947, opt. 1;

ConnMassRegion

RSM: Kelsey Carnell - Hartford 617-966-1095; kelsey.carnell@axis.com
 ISTL: Kristin Garrity – Chelmsford 800-444-2947, opt. 1; kristin.garrity@axis.com

Upstate New York Region

RSM: Kyle Bates -- Albany 518-487-1876; kyle.bates@axis.com
 RSM: Jen Burdett – Pittsford 585-727-0903; jen.burdett@axis.com
 ISAM: 800-444-2947, opt. 1;

Business Area Resources

Field Sales Engineer: Dan Arscott
 Field Sales Engineer: Bryan Frost
 Field Sales Engineer: Daren Mohabir
 Field Sales Engineer: Oswaldo Montesdeoca
 Field Sales Engineer: Dom Albano
 Key Account Manager, EC: Jody Bishop
 Key Account Manager, EC: OPEN
 Key Account Manager, EC: Dave Gallo
 Key Account Manager, EC: Chris Conte

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 603-218-9672; dom.albano2@axis.com
 315-466-6757; jody.bishop@axis.com
 518-641-2224; dave.gallo@axis.com
 ; chris.conte@axis.com

Senior Technical Trainer: Mark Coughlin
 Area Marketing Team Lead: Jacqui Bousa
 Area Marketing Coordinator: Taryn Foley
 Experience Center Coordinator: Cathie Bolduc
 Sales Development Rep: Tammy Desrosiers
 Regional Sales Manager, 2N: Josh Gerena
 A&E Manager: Alan Paterson

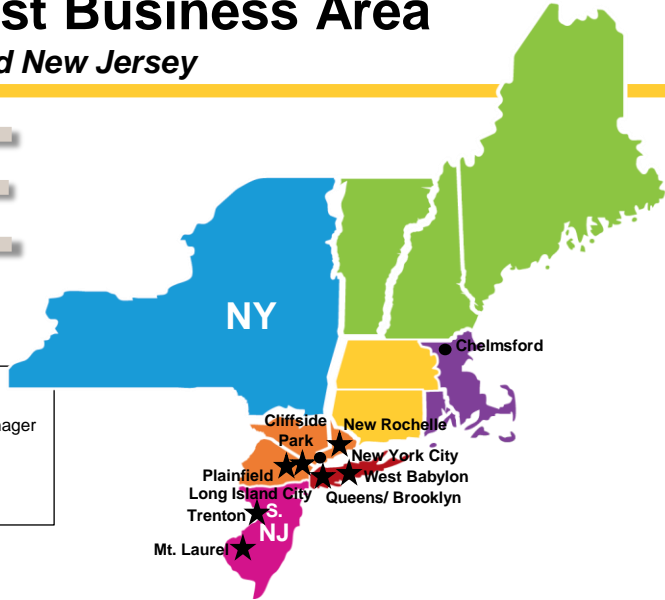
978-614-3092; mark.coughlin@axis.com
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 ; tammy.desrosiers@axis.com
 973-580-3366; joshua.gerena@axis.com
 973-803-1058; alan.paterson@axis.com



Northeast Business Area

New York and New Jersey

NE



- = Business Area Office
- ★ = Location of RSM
- ISAM = Inside Sales Account Manager
- ISTL = Inside Sales Team Lead
- EC = End Customer
- RSM = Regional Sales Manager (Field Sales)

Office Address 978-614-2198	300 Apollo Drive, Chelmsford, MA 01824
Business Area Director	Steve Beaudry, 414-467-8761; steve.beaudry@axis.com
Area Sales Manager	Vito Mileo, 631-291-3570; vito.mileo@axis.com
Area Technical Manager	Rich Kaiser, 508-304-4128; rich.kaiser@axis.com

New York/Long Island Region

RSM: Woody Preston - NYC 917-943-5507; woody.preston@axis.com
 RSM: Ramy Abutaleb – Long Island City 646-575-9593; ramy.abutaleb@axis.com
 RSM: Jonathan Bosinius ; Jonathan.bosinius@axis.com
 RSM: Michael Serrano - Queens 917-620-9870; michael.serrano@axis.com
 ISAM: Matt Lubinski – Chelmsford 800-444-2947, opt. 1; matt.lubinski@axis.com

Metro North New Jersey Region

RSM: Arnold Bencosme – New Rochelle 914-557-4697; arnold.bencosme@axis.com
 RSM: Daniel Marri – Metro North NJ 201-835-0897; daniel.marri@axis.com
 RSM: Danny Park – Cliffside Park 347-241-1156; danny.park@axis.com
 ISAM: OPEN

South New Jersey Region

RSM: Darry Voss – Mt. Laurel 609-743-6160; darry.voss@axis.com
 RSM: Michael Brennan -- Trenton 609-433-0673 ; mike.brennan@axis.com
 ISAM: 800-444-2947, opt. 1;

Business Area Resources

Field Sales Engineer: Dan Arscott 617-640-0234; dan.arscott@axis.com
 Field Sales Engineer: Bryan Frost 413-387-7128; bryan.frost@axis.com
 Field Sales Engineer: Daren Mohabir 631-317-9022; daren.mohabir@axis.com
 Field Sales Engineer: Oswaldo Montesdeoca 908-463-9648; oswaldo.montesdeoca@axis.com
 Field Sales Engineer: Dom Albano 603-218-9672; dom.albano2@axis.com
 Key Account Manager, EC: Jody Bishop 315-466-6757; jody.bishop@axis.com
 Key Account Manager, EC: Heidi Tripp 603-501-8865; heidi.tripp@axis.com
 Key Account Manager, EC: Dave Gallo 518-641-2224; dave.gallo@axis.com
 Key Account Manager, EC: Chris Conte 631-417-6088; chris.conte@axis.com

Senior Technical Trainer: Mark Coughlin 978-614-3092; mark.coughlin@axis.com
 Area Marketing Team Lead: Jacqui Bousa 978-805-7799; jacqui.bousa@axis.com
 Area Marketing Coordinator: Taryn Foley 978-805-5636; taryn.foley@axis.com
 Experience Center Coordinator: Cathie Bolduc 978-614-2198; cathie.bolduc@axis.com
 Sales Development Rep: Tammy Desrosiers ; tammy.desrosiers@axis.com
 Regional Sales Manager, 2N: Josh Gerena 973-580-3366; joshua.gerena@axis.com
 A&E Manager: Alan Paterson 973-803-1058; alan.paterson@axis.com

Mid-Atlantic Business Area

Maryland/DC, Pennsylvania, W. Virginia

Office Information: 978-227-0331

1001 19th St. N Suite 1400, Rosslyn, VA 22209

Business Area Director

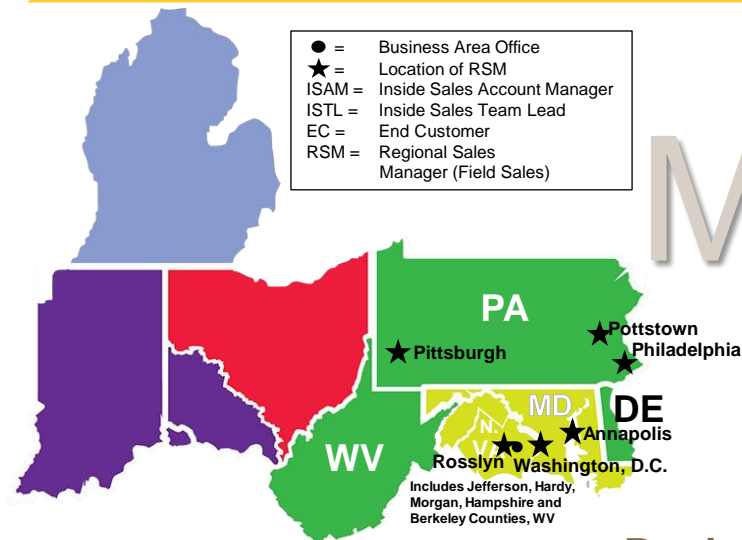
Paul Winsker, 443-255-0018; paul.winsker@axis.com

Area Sales Manager – MD, NOVA, DC, PA

Aaron Kahn, 443-538-1502; aaron.kahn@axis.com

Area Technical Manager

Patrick Howard; 313-977-0077; patrick.howard@axis.com



Maryland / DC Region

RSM: Paul Moore – NOVA
RSM: Alexander Shaw – D.C.
RSM: Raul Guevara – D.C.
RSM: Sam Schack – D.C.
RSM: Jonathan Bass – Maryland
ISTL: Amanda Sontra – D.C.

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RSM: Dan Anderson – Philadelphia
RSM: Gordon Miller – Pottstown
RSM: Vincent Campisano – Pittsburg
ISAM: Jake Rose – D.C.

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Field Sales Engineer: Adam Courtney 859-803-2491; adam.courtney@axis.com
Field Sales Engineer: Joe Quinlisk 443-975-3019; joe.quinlisk@axis.com
Field Sales Engineer: Eric Yoder 330-904-9306; eric.yoder@axis.com
Field Sales Engineer: Jeff Shaffer 814-233-8272; jeff.shaffer@axis.com
Key Account Manager, EC: Art Buchler 410-991-8181; art.buchler@axis.com
Key Account Manager, EC: Dave Hollins 240-626-9658; dave.hollins@axis.com
Key Account Manager, EC: Larry Parker 765-914-7392; larry.parker@axis.com
Key Account Manager, EC: Joshua Jakob ; Joshua.Jakob@axis.com

Sales Development Representative: Alend Marouf 978-805-5674; alend.marouf@axis.com
Sr. Technical Trainer: Dave Johansen 410-404-3624; dave.johansen@axis.com
Area Marketing Team Lead: OPEN ; ali.al-zaidi@axis.com
Area Marketing Coordinator: Ali Al-Zaidi
Experience Center Coordinator: OPEN
Regional Sales Manager, 2N: Brandon Davis 231-286-7639; brandon.davis@axis.com
A&E Regional Manager: Ryan Connelly 859-240-1370; ryan.connelly@axis.com
Inside Sales Account Manager: Tracy Spinks 800-444-2947, opt. 1; tracy.spinks@axis.com

Mid-Atlantic Business Area

Michigan, OH/IN, N. Ohio

Office Information: 978-227-0331

1001 19th St. N Suite 1400, Rosslyn, VA 22209

Business Area Director

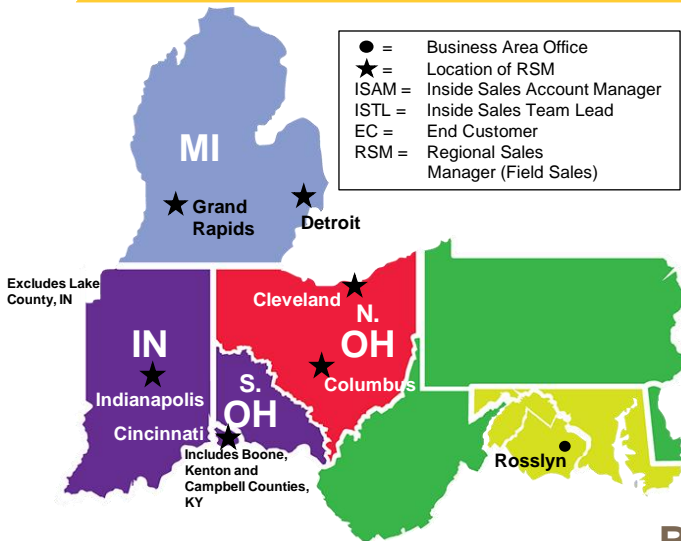
Paul Winsker, 443-255-0018; paul.winsker@axis.com

Area Sales Manager – MI, S.OH/IN, N.OH

Chris Jones; 516-289-5542; chris.jones@axis.com

Area Technical Manager

Patrick Howard, 313-977-0077; patrick.howard@axis.com



MA

Michigan Region

RSM: Paige Reid – Detroit

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RSM: Brandon Barber – Grand Rapids

616-581-3134; brandon.barber@axis.com

RSM: Mike Dugan – Detroit

248-321-9873; mike.dugan@axis.com

ISAM: Megan Decroix – D.C.

800-444-2947, opt. 1; megan.decroix@axis.com

Southern Ohio / Indiana Region

RSM: Jason Smith – Indianapolis

317-908-6216; jason.smith@axis.com

RSM: OPEN

RSM: Brett Durham – Cincinnati

513-526-4781; brett.durham@axis.com

ISAM: Dan Salmon – D.C.

800-444-2947, opt. 1; dan.salmon@axis.com

Northern Ohio Region

RSM: Ken Minard – Columbus

740-816-6344; ken.minard@axis.com

RSM: Nick Hall – Cleveland

330-429-1385; nick.hall@axis.com

ISAM: Dan Salmon – D.C.

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Business Area Resources

Field Sales Engineer: Dave Bowyer
Field Sales Engineer: Quentin Black
Field Sales Engineer: Adam Courtney
Field Sales Engineer: Joe Quinlisk
Field Sales Engineer: Eric Yoder
Field Sales Engineer: Jeff Shaffer
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Key Account Manager, EC: Dave Hollins
Key Account Manager, EC: Larry Parker
Key Account Manager, EC: Joshua Jakob

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Sales Development Representative: Alend Marouf
Sr. Technical Trainer: Dave Johansen
Area Marketing Team Lead: OPEN
Area Marketing Coordinator: Ali Al-Zaidi
Experience Center Coordinator: OPEN
Regional Sales Manager, 2N: Brandon Davis
A&E Regional Manager: Ryan Connelly
Inside Sales Account Manager: Tracy Spinks

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Southeast Business Area

S. Virginia, The Carolinas, and Georgia

Office Information 978-274-0278

200 E. Broward Blvd, Suite 1300, Ft. Lauderdale, FL 33301

Business Area Director

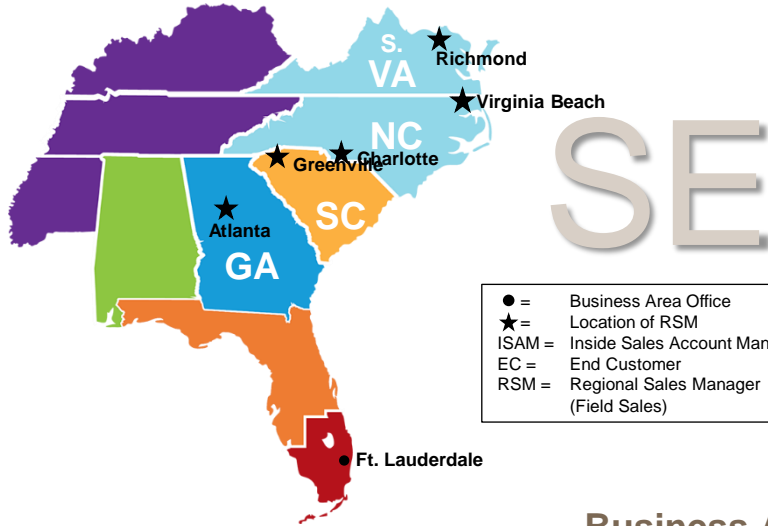
Fernando Esteban, 305-297-0418, fernando.esteban@axis.com

Area Sales Manager – S. VA/NC, SC, GA

Paul Thompson, 770-715-3114, paul.thompson@axis.com

Area Technical Manager

Louis Calderon, 470-494-5092, louis.calderon@axis.com



Virginia / North Carolina Region

RSM: Scott Fong – Charlotte
 RSM: Bernard J. Hughes IV - NC
 RSM: Brant Hylton – Greensboro
 RSM: Brannon Nealy – Richmond
 RSM: Rachael Small – Virginia Beach
 ISAM: Lenny Valdez – Ft. Lauderdale

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 336-253-7754; brant.hylton@axis.com
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South Carolina Region

RSM:
 ISAM: Lilina Baron – Ft. Lauderdale

800-444-2947, opt. 1; lilina.baron@axis.com

Georgia Region

RSM: Sam Woodring – Atlanta
 RSM: Darren Mohr – Atlanta
 RSM: Brad Rutherford – Atlanta
 ISAM: Yahaira La Santa – Ft. Lauderdale

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Business Area Resources

Key Account Manager, EC: Curtis Smith
 Key Account Manager, EC: Kris Allan
 Key Account Manager, EC: Kip Butler
 Key Account Manager, EC: Francois Bernard
 Field Sales Engineer: Dimitri Kosenko
 Field Sales Engineer: Ricky Rabell
 Field Sales Engineer: Stephanie Keller
 Field Sales Engineer: Shane Crumbley
 Field Sales Engineer: Brandon Adams
 Inside Sales Account Manager:

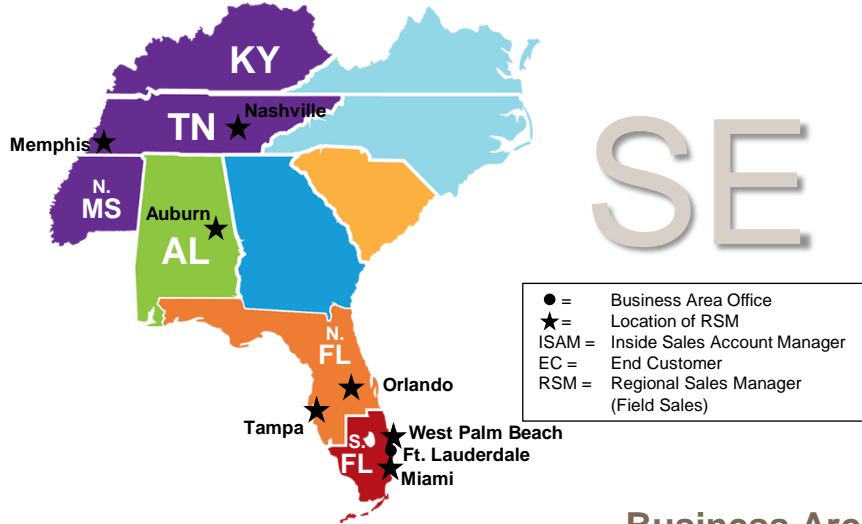
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 ; stephanie.keller@axis.com
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 Technical Trainer: Carrie Caldwell
 Sales Development Representative: OPEN
 Experience Center Coordinator: Kiana Raphael
 Area Marketing Team Lead: Sydni Epstein
 Area Marketing Coordinator, FL: Kiera Daley
 Area Marketing Coordinator, GA: Alyssa Frey
 Regional Sales Manager, 2N: David Motz
 A&E Manager: Michael Dunn

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Southeast Business Area

Florida, Alabama, Mid South



Office Information 978-274-0278

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Business Area Director

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Area Sales Manager – FL, AL, Mid South

John Callahan, 630-947-9434, john.callahan@axis.com

Area Technical Manager

Louis Calderon, 470-494-5092, louis.calderon@axis.com

Mid South Region

RSM: Rodney Gray – Nashville
RSM: Stephanie Lutz – Nashville
RSM: Chase Whitby – Memphis
ISTL: Joe Da Silva – Boston
ISAM: Ashley Jones

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Alabama Region

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ISAM: Chris Colon – Ft. Lauderdale

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North/Central Florida Region

RSM: Mike Perez – Tampa
RSM: Larry Gainey – Orlando
RSM: Benson Hawkins – Jacksonville
ISAM: Lilina Baron – Ft. Lauderdale

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South Florida Region

RSM: Tina Sprigg – West Palm Beach
RSM: Nick Tangredi – Miami
RSM: Brandi Mehler – Ft. Lauderdale
ISAM: Chris Colon – Ft. Lauderdale

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Business Area Resources

Key Account Manager, EC: Curtis Smith
Key Account Manager, EC: Kris Allan
Key Account Manager, EC: Kip Butler
Key Account Manager, EC: Francois Bernard
Field Sales Engineer: Dimitri Kosenko
Field Sales Engineer: Ricky Rabell
Field Sales Engineer: Stephanie Keller
Field Sales Engineer: Shane Crumbley
Field Sales Engineer: Brandon Adams
Inside Sales Account Manager:

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; stephanie.keller@axis.com
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Senior Technical Trainer: Bob Sebaste
Technical Trainer: Carrie Caldwell
Sales Development Representative: OPEN
Experience Center Coordinator: Kiana Raphael
Area Marketing Team Lead: Sydni Epstein
Area Marketing Coordinator, FL: Kiera Daley
Area Marketing Coordinator, GA: Alyssa Frey
Regional Sales Manager, 2N: David Motz
A&E Manager: Michael Dunn

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Midwest Business Area

Wisconsin, Illinois, & Iowa

Office Information - 978-614-2071

8700 West Bryn Mawr Avenue Suite 100 S., Chicago, Illinois 60631

Business Area Director

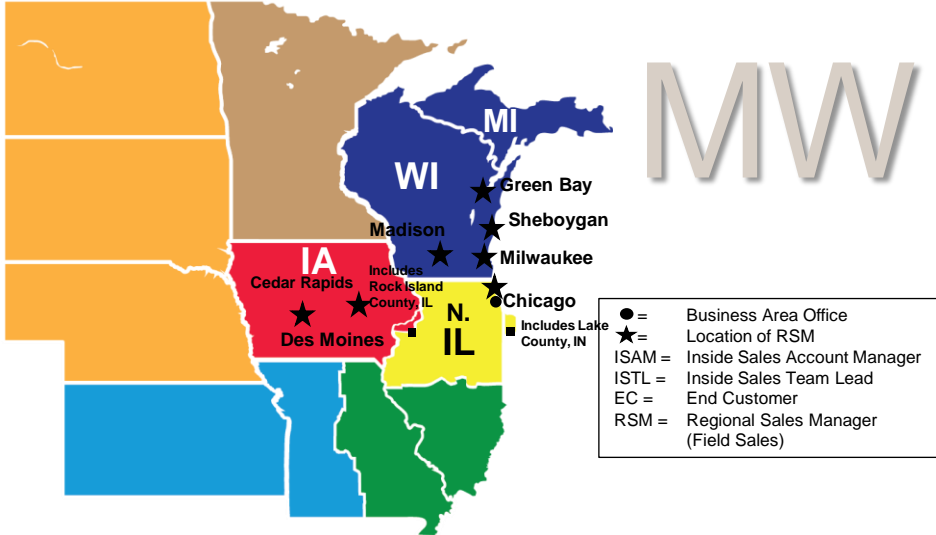
Karl Radke, 262-676-9424; karl.radke@axis.com

Area Sales Manager – Wisconsin, Illinois, Iowa

Amy Hanks, 636-226-5833; amy.hanks@axis.com

Area Technical Manager

Filip Johansson, 312-856-6627; filip.johansson@axis.com



Illinois Region

RSM: Steve Kennedy – Chicago
 RSM: Christina Park – Chicago
 RSM: Tim English – Chicago
 RSM: Jeff Gilchrist – Chicago
 RSM: Brian Bond – Chicago
 ISAM: Derek Berndt – Chicago
 ISAM: Josh Helton – Chicago

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Wisconsin Region

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 RSM: John Stukenberg – Green Bay
 RSM: Jake Danmeier – Milwaukee
 ISAM: Ray Cherie – Chicago

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Iowa Region

RSM: Ward Jorgensen – Des Moines
 RSM: Zac Rinderknecht – Cedar Rapids
 ISAM: Ray Cherie – Chicago

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Business Area Resources

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 Key Account Manager, EC: Rob Drukenis
 Key Account Manager, EC: Craig Bonde
 Field Sales Engineer: Brian Mattson
 Field Sales Engineer: Joey Sula
 Field Sales Engineer: Dave Nicholl
 Field Sales Engineer:

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 Area Marketing Team Lead: Jessica Pila
 Area Marketing Coordinator: Emily Mueller
 Experience Center Coordinator: Megan Alferes
 Sales Development Representative: OPEN
 Regional Sales Manager, 2N: OPEN
 A&E Manager: Randy Neale

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 847-204-8493; randy.neale@axis.com

Midwest Business Area

Minnesota & The Plains

Office Information - 978-614-2071

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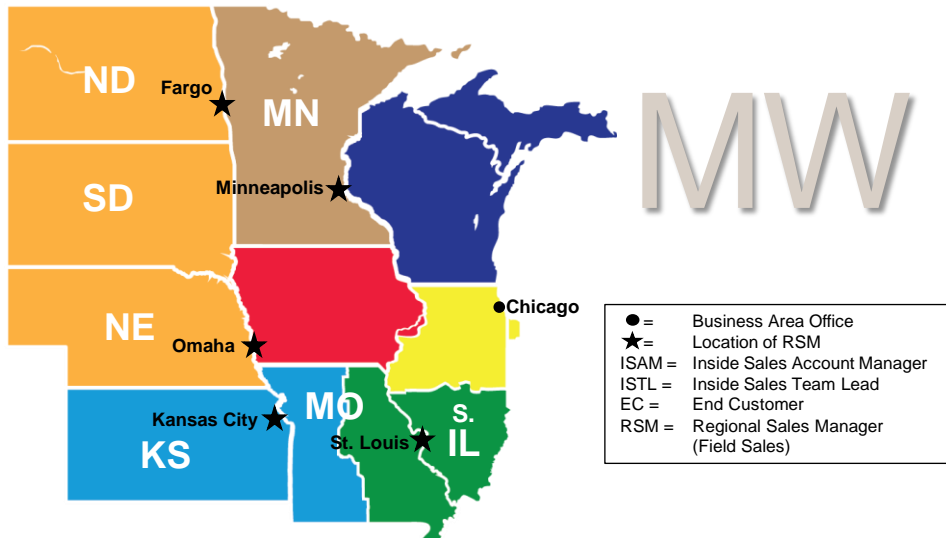
Business Area Director

Karl Radke, 262-676-9424; karl.radke@axis.com

Area Sales Manager – Minnesota & The Plains

Area Technical Manager

Filip Johansson, 312-856-6627; filip.johansson@axis.com



Minnesota Region

RSM: Eric Mandernack – Minneapolis
 RSM: Jesse Nordgaard – Minneapolis
 RSM: James Dunn – Minneapolis
 ISTL: Pat Marino – Chicago

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 605-214-2491; jesse.nordgaard@axis.com
 763-227-0449; james.dunn@axis.com
 800-444-2947, opt. 1; pat.marino@axis.com

Northern Plains Region

RSM: Jeff Jones – Omaha
 RSM: Mitch Piekarski – Fargo
 ISAM: Josh Helton – Chicago
 ISTL: Pat Marino – Chicago

402-999-6189; jeff.jones@axis.com
 701-799-1883; mitch.piekarski@axis.com
 800-444-2947, opt. 1; josh.helton@axis.com
 800-444-2947, opt. 1; pat.marino@axis.com

Western Plains Region

RSM: Ben Shaw – Kansas City
 RSM: Steve Volkmer – Kansas City
 RSM: Lance Claassen – Wichita
 ISAM: Ted Munyer – Chicago

913-951-7515; ben.shaw@axis.com
 913-705-0370; steven.volkmer@axis.com
 316-993-2800; lance.claassen@axis.com
 800-444-2947, opt. 1; ted.munyer@axis.com

Eastern Plains Region

RSM: Mark Knirr – St. Louis
 RSM: Lisa Gaut – St. Louis
 RSM: Jeremiah Johnston
 ISAM: Ted Munyer – Chicago

636-368-2386; mark.knirr@axis.com
 314-620-5291; lisa.gaut@axis.com
 573-222-0567; Jeremiah.Johnston@axis.com
 800-444-2947, opt. 1; ted.munyer@axis.com

Business Area Resources

Key Account Manager, EC: Justin Neese
 Key Account Manager, EC: Rob Druktenis
 Key Account Manager, EC: OPEN
 Key Account Manager, EC: Craig Bonde
 Field Sales Engineer: Brian Mattson
 Field Sales Engineer: Joey Sula
 Field Sales Engineer: Dave Nicholl
 Field Sales Engineer:

920-207-1496; justin.neese@axis.com
 262-498-0095; rob.druktenis@axis.com
 612-462-3978; craig.bonde@axis.com
 612-888-7401; brian.mattson@axis.com
 224-627-0780; joey.sula@axis.com
 816-442-0998; dave.nicholl@axis.com

Senior Technical Trainer: Matt Rutledge
 Area Marketing Team Lead: Jessica Pila
 Area Marketing Coordinator: Emily Mueller
 Experience Center Coordinator: Megan Alferes
 Regional Sales Manager, 2N: OPEN
 A&E Manager: Randy Neale

617-645-4299; matt.rutledge@axis.com
 978-805-7739; jessica.pila@axis.com
 978-614-2071; emily.mueller@axis.com
 978-614-2071; megan.alferes@axis.com
 847-204-8493; randy.neale@axis.com

South Central Business Area

SE Texas, SW Texas, New Mexico/Utah, Mountain

Office Information - 978-227-0214

Business Area Director

Area Sales Manager – SE TX, SW TX, MTN

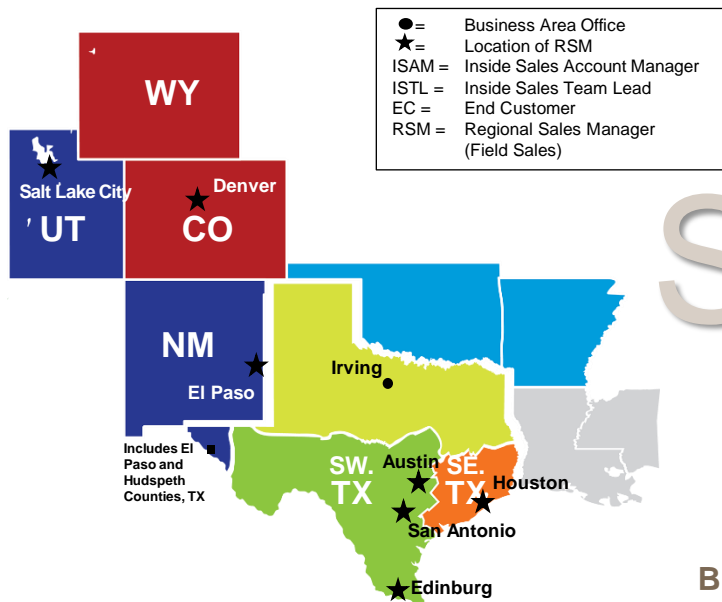
Area Technical Manager

433 E. Las Colinas Boulevard Suite 600, Irving, TX 75039

Steve Stanberry, 916-878-1702; steve.stanberry@axis.com

Chris Cavey, 720-891-5369; chris.cavey@axis.com

Robert Drozd, 737-210-2125; robert.drozd@axis.com



New Mexico/Utah Region

RSM: Matt Visher – Salt Lake City

RSM: Matt Judd – Salt Lake City

RSM: Nabil Ali – El Paso

ISAM: Jared Vallejos

385-216-5637; matt.visher@axis.com

385-316-9514; matt.judd@axis.com

559-940-2508; nabil.ali@axis.com

800-444-2947, opt. 1; jared.vallejos@axis.com

Mountain Region

RSM: Dean Cunningham – Denver

RSM: Tyler McAfee – Denver

RSM: Isaac Meeker-- Denver

ISAM: Jared Vallejos

970-222-4425; dean.cunningham@axis.com

303-910-1794; tyler.mcafee@axis.com

720-297-9220; isaac.Meeker@axis.com

800-444-2947, opt. 1; jared.vallejos@axis.com

Southwest Texas Region

RSM: Tonye Davis – San Antonio

RSM: John Christian – Austin

RSM: Renan Ramirez - Edinburg

ISAM: Andrew Cook – Irving

210-865-0067; tonye.davis@axis.com

512-848-4631; john.christian@axis.com

956-457-0792; renan.ramirez@axis.com

800-444-2947, opt. 1; andrew.cook@axis.com

Southeast Texas Region

RSM: Norbert Gutierrez – Houston

RSM: Jason Mynatt – Houston

RSM: John Walker – Houston

ISAM: Dustin Jones – Irving

832-727-5949; norbert.gutierrez@axis.com

281-203-7742; jason.mynatt@axis.com

281-974-7372; john.walker@axis.com

800-444-2947, opt. 1; dustin.jones@axis.com

Business Area Resources

Key Account Manager, EC: Tom Cantril
Key Account Manager, EC: Rob Cozart
Key Account Manager, EC: Stephen Ehret
Field Sales Engineer: Alan Severin
Field Sales Engineer: Erika Becker
Field Sales Engineer: Chris Kennard
Field Sales Engineer: Randy Mazzullo
Field Sales Engineer: Jorge Toledo

832-755-1358; tom.cantril@axis.com
214-755-7450; rob.cozart@axis.com
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972-757-5593; chris.kennard@axis.com
303-800-0262; randy.mazzullo@axis.com
346-460-8733; jorge.toledo@axis.com

Sr. Technical Trainer: Jose Gaona
Technical Trainer: Misty Shepherd
Area Marketing Team Lead: Lilian Marquez
Area Marketing Coordinator: Rebal Shurbaji
Sales Development Representative: OPEN
Experience Center Coordinator: Kadi Camara
Regional Sales Manager, 2N: Todd Vedder
A&E Manager: Dee Boyd

978-805-7779; jose.gaona@axis.com
303-506-6151; misty.shepherd@axis.com
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South Central Business Area

North Texas, AR/OK, LA/South Mississippi

Office Information - 978-227-0214

Business Area Director

Area Sales Manager - N TX, Gulf

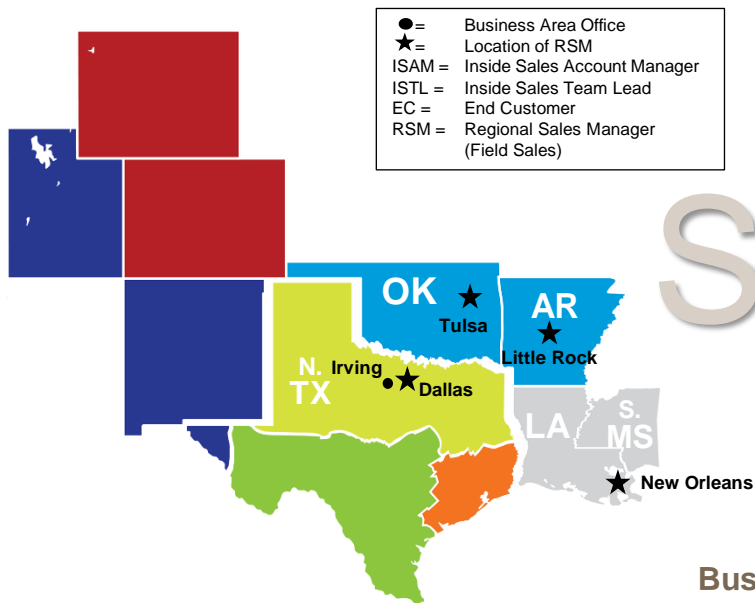
Area Technical Manager

433 E. Las Colinas Boulevard Suite 600, Irving, TX 75039

Steve Stanberry, 916-878-1702; steve.stanberry@axis.com

Jeremy Gideon, 469-777-1202; jeremy.gideon@axis.com

Robert Drozd, 737-210-2125; robert.drozd@axis.com



North Texas Region

RSM: Chase Kimbrough - Dallas

RSM: Tyler Dumar - Dallas

RSM: Doug Jackson - Dallas

ISTL: Ashleigh Manjack - Irving

817-938-9597; chase.kimbrough@axis.com

214-263-5434; tyler.dumar@axis.com

214-564-9241; doug.jackson@axis.com

800-444-2947, opt. 1; ashleigh.manjack@axis.com

Arkansas/Oklahoma Region

RSM: Keith Clark - Tulsa

RSM: LeRoy Bobbitt - Little Rock

ISAM: Shannon Reynolds - Irving

918-269-1231; keith.clark@axis.com

501-388-4838; leroy.bobbitt@axis.com

800-444-2947; opt 1; shannon.reynolds@axis.com

Louisiana and South Mississippi Region

RSM: Knox Nunn - New Orleans

ISAM: Shannon Reynolds - Irving

786 201 4892; knox.nunn@axis.com

800-444-2947; opt 1; shannon.reynolds@axis.com

Business Area Resources

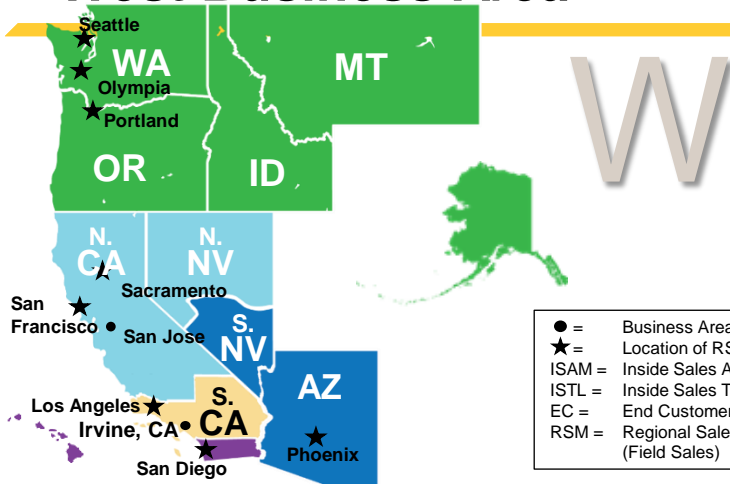
Key Account Manager, EC: Tom Cantril
Key Account Manager, EC: Rob Cozart
Key Account Manager, EC: Stephen Ehret
Field Sales Engineer: Alan Severin
Field Sales Engineer: Erika Becker
Field Sales Engineer: Chris Kennard
Field Sales Engineer: Randy Mazzullo
Field Sales Engineer: Jorge Toledo

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972-757-5593; chris.kennard@axis.com
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346-460-8733; jorge.toledo@axis.com

Sr. Technical Trainer: Jose Gaona
Technical Trainer: Misty Shepherd
Area Marketing Team Lead: Lilian Marquez
Area Marketing Coordinator: Rebal Shurbaji
Sales Development Representative: OPEN
Experience Center Coordinator: Kadi Camara
Regional Sales Manager, 2N: Todd Vedder
A&E Manager: Dee Boyd

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832-692-6998; rebal.surbaji@axis.com
800-444-2947; kadi.camara@axis.com
214-612-8089; todd.vedder@axis.com
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West Business Area



- = Business Area Office
- ★ = Location of RSM
- ISAM = Inside Sales Account Manager
- ISTL = Inside Sales Team Lead
- EC = End Customer
- RSM = Regional Sales Manager (Field Sales)

Business Area Resources

Field Sales Engineer: Craig Conley
 Field Sales Engineer: Paul Clanton
 Field Sales Engineer: Sam Rodgers
 Field Sales Engineer: Christopher Newman
 Field Sales Engineer: Jim Boyd
 Field Sales Engineer: Jordan Hicks
 Field Sales Engineer: Rob Houser
 Key Account Manager, EC: Zhara Zwerling
 Technical Trainer: JR Correa
 Area Marketing Team Lead: Kristen Pocock
 Experience Center Coordinator:
 Area Marketing Coordinator, Irvine: Randi Brophy
 Area Marketing Coordinator, San Jose: Monica Barragan
 Sales Development Representative: OPEN
 Regional Sales Manager, 2N:
 A&E Manager: Bernice Noriz

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 408-515-9972; paul.clanton@axis.com
 310-614-0254; sam.rodgers@axis.com
 702-930-4545; christopher.newman@axis.com
 425-647-5349; jim.boyd@axis.com
 321-349-9913; jordan.hicks@axis.com
 ; rob.houser@axis.com
 253-229-3912; zhara.zwerling@axis.com
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 978-805-5621; monica.barragan@axis.com
 949-378-9734; bernice.noriz@axis.com

Business Area Director	Bill Wendlandt, 949-648-2915; bill.wendlandt@axis.com
Area Sales Manager – N. CA, PNW	Bryan Kenitzer; 925-872-2041; bryan.kenitzer@axis.com
Area Sales Manager – S. CA, SD/HI, SW	Thomas McIntyre; 323-412-0233; thomas.mcintyre@axis.com
Area Technical Manager	Robert Prady; 206-734-7428; robert.prady@axis.com

Pacific Northwest Region

RSM: Paul Schlicher – Seattle
 RSM: Victor Naranjo – Olympia
 RSM: Jaime Reel – Portland
 ISTL:

425-677-1107; paul.schlicher@axis.com
 206-499-0591; victor.naranjo@axis.com
 503-805-3346; jaime.reel@axis.com

Northern California Region

RSM: Bryan Wade – Bay Area
 RSM: Brian Halstead – Bay Area
 RSM: Craig Binford – Sacramento
 RSM, Victor Quintanilla – Bay Area
 ISAM: Zack Coleman – Irvine

510-366-9011; bryan.wade@axis.com
 650-703-2009; brian.halstead@axis.com
 559-862-7482; craig.binford@axis.com
 415-597-6994; victor.quintanilla@axis.com
 800-444-2947, opt. 1; zack.coleman@axis.com

Southern California Region

RSM: Scott Merrell – Orange County
 RSM: Matt Trovato – Orange County
 RSM: Dalton Stokes – Orange County
 RSM: Chad Lincoln – Los Angeles
 ISAM: Hannah Rosson – Irvine

714-955-3234; scott.merrell@axis.com
 949-424-3345; matt.trovato@axis.com
 949-322-9349; dalton.stokes@axis.com
 661-476-1144; chad.lincoln@axis.com
 800-444-2947, opt. 1; hannah.rosson@axis.com

San Diego/Hawaii Region

RSM: Michael Ciaramitaro – San Diego
 ISAM: Laura Lopez – Irvine

619-277-7225; mike.ciaramitaro@axis.com
 800-444-2947, opt. 1; laura.lopez@axis.com

Southwest Region

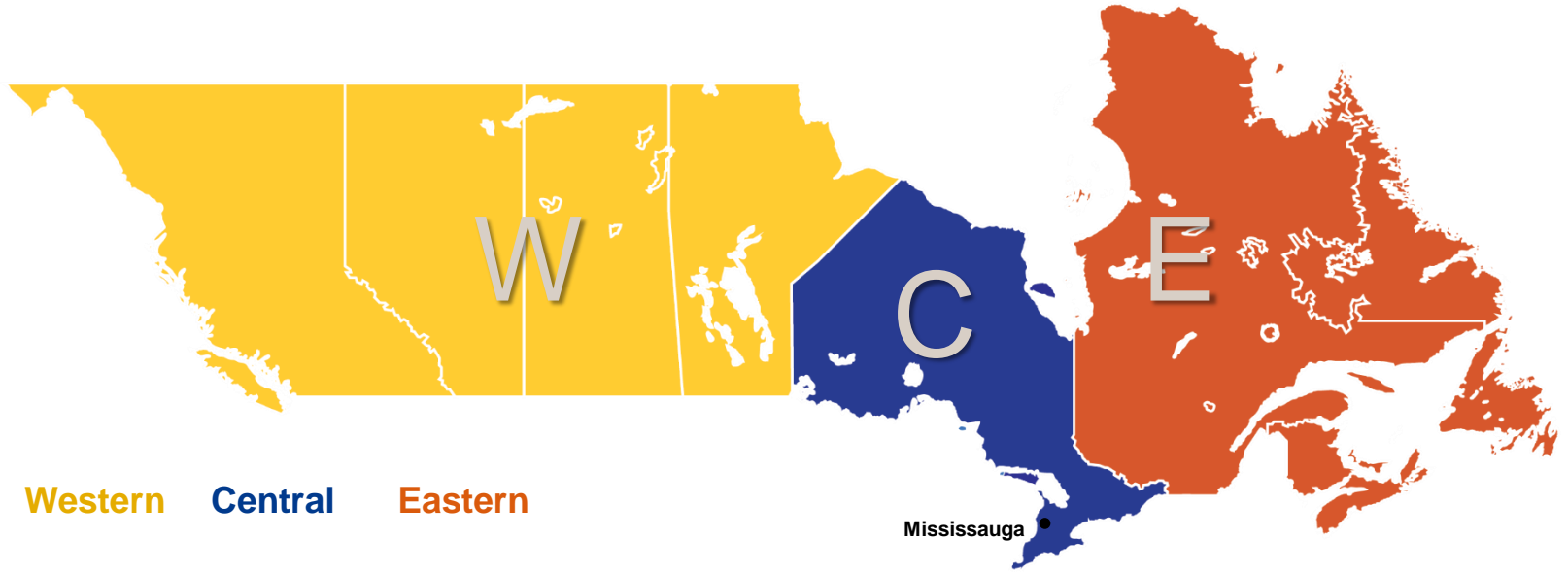
RSM: Randy Lehman – Phoenix
 RSM: Nick Danford – Phoenix
 ISAM: Laura Lopez – Irvine

480-201-9566; randy.lehman@axis.com
 281-979-5860; nicholas.danford@axis.com
 800-444-2947, opt. 1; laura.lopez@axis.com

Canada

3 Sales Regions

Canada Sales Office	90 Burnhamthorpe Rd W, Suite 1000, Mississauga ON L5B 3C3
Country Manager	Keith D'Sa, 416-209-8282; keith.dsa@axis.com
National Sales Manager	Nathan Drew, 416-433-7196; nathan.drew@axis.com
National Accounts Manager	Denis Perez, 416-985-9953; denis.perez@axis.com
National Distribution Manager	Francis Langel, 519-831-9728; francis.langel@axis.com



Western Central Eastern

Mississauga

● Regional Office

Eastern Canada Region



Eastern Canada

RSM: Danny Mimeault – Montreal
RSM: Sophie Laplante – Montreal
RSM: Robert Amante – Montreal
ISTL: Sophie Desjardins – Mississauga
FSE: Louis-Mathieu Guimond - Montreal

514-232-7940; danny.mimeault@axis.com
514-346-1566; sophie.laplante@axis.com
514-268-1564; robert.amante@axis.com
800-444-2947, opt. 1; sophie.desjardins@axis.com
514-730-1006; louis-mathieu.guimond@axis.com

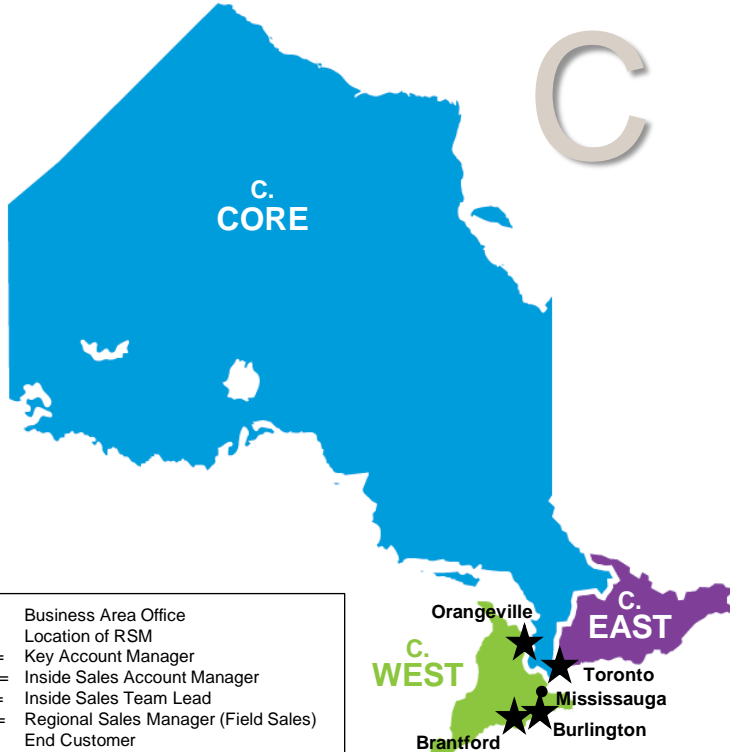
Regional Resources

Key Account Manager, EC: Sean Shaaban
Key Account Manager, WC: Chris Frauts
BDM, Audio: Rodrigo Eng
Systems & Solutions Architect: Lamis Nabil
Systems & Solutions Engineer: Chris Lam
RSM, 2N: Michael Almeyda
Architect & Engineering Manager: Gavin Daly
Professional Services Group Manager: Jason Chiu

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604-354-3714; chris.frauts@axis.com
519-496-3427; rodrigo.eng@axis.com
647-864-5040; lamis.Nabil@axis.com
978-614-2033; christopher.lam@axis.com
905-302-5339; michael.almeyda@axis.com
905-749-1882; gavin.daly@axis.com
978-805-5657; jason.chiu@axis.com

★ = Location of RSM
ISAM = Inside Sales Account Manager
ISTL = Inside Sales Team Lead
RSM = Regional Sales Manager (Field Sales)
EC = End Customer
FSE = Field Sales Engineer

Central Regions



Central West

RSM: Andrew Kertesz - Brantford
ISAM: Vwarhe Ideh – Mississauga

905-301-4972; andrew.kertesz@axis.com
978-614-2098; vwah.ideh@axis.com

Central Core

RSM: Stanley Kuan – Toronto
RSM: Amanda Venafro - Orangeville
RSM: Andrew Carden - Burlington
ISAM: Mary Murphy – Mississauga

416-728-5081; stanley.kuan@axis.com
416-578-8017; amanda.venafro@axis.com
647-926-6532; andrew.carden@axis.com
978-614-2098; mary.murphy@axis.com

Central East

RSM: Jessica Baranowski
ISAM: Vwarhe Ideh – Mississauga

647-298-0248; Jessica.Baranowski@axis.com
978-614-2098; vwah.ideh@axis.com

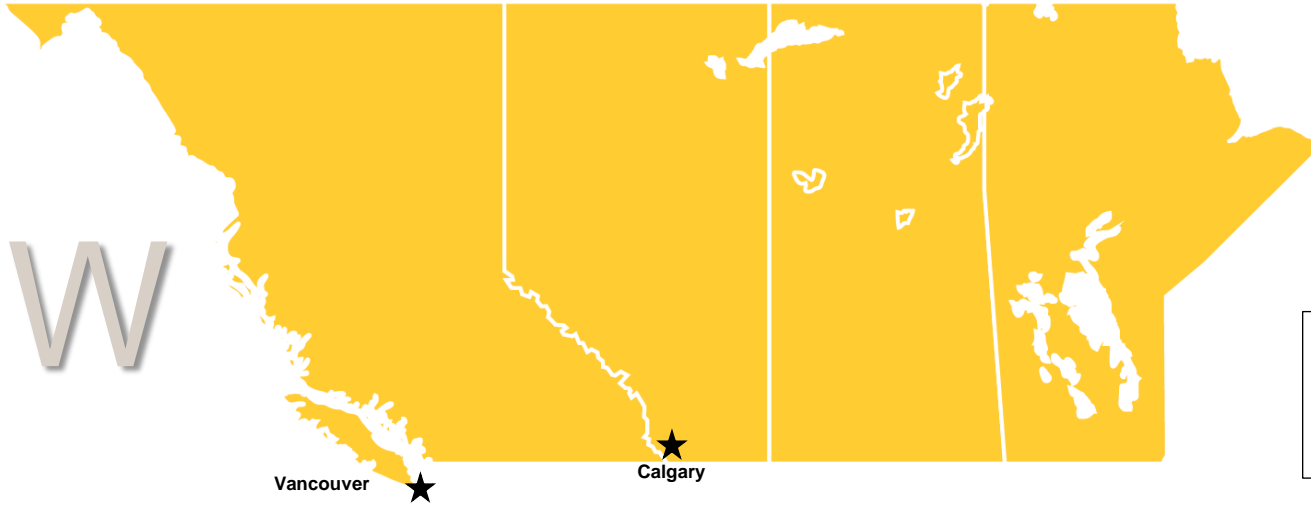
Regional Resources

BDM, Retail and Banking:
KAM, EC: Sean Shaaban
KAM, EC: Chris Frauts
FSE: Ali Ghalib
FSE: Derek Hunter – Mississauga
BDM, Audio: Rodrigo Eng
Systems & Solutions Architect: Lamis Nabil
Systems & Solutions Engineer: Chris Lam
RSM, 2N: Michael Almeyda
Architect & Engineering Manager: Gavin Daly
Professional Services Group Manager: Jason Chiu

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647-864-5040; lamis.Nabil@axis.com
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905-302-5339; michael.almeyda@axis.com
905-749-1882; gavin.daly@axis.com
978-805-5657; jason.chiu@axis.com

Western Regions

Country Manager	Keith D'Sa, 416-209-8282; keith.dsa@axis.com
National Sales Manager	Nathan Drew, 416-433-7196; nathan.drew@axis.com
Area Sales Manager, Western Canada	Obaid Hafiz, 587-226-1664; obaid.hafiz@axis.com



- ★ = Location of RSM
- KAM = Key Account Manager
- ISAM = Inside Sales Account Manager
- ISTL = Inside Sales Team Lead
- RSM = Regional Sales Manager (Field Sales)
- EC = End Customer
- FSE = Field Sales Engineer

West Alberta

RSM: Mike Mason – Calgary
ISAM: Brenda Lupercio – Mississauga

403-836-1004; mike.mason@axis.com
800-444-2947, opt. 1; brenda.lupercio@axis.com

West BC & Prairies

RSM: OPEN – Vancouver
RSM: Sam Glacken – Vancouver
ISAM: Brenda Lupercio – Mississauga

604-314-8469; sam.glacken@axis.com
800-444-2947, opt. 1; brenda.lupercio@axis.com

Regional Resources

FSE: Aaron Kamitomo – Calgary
KAM, EC: Chris Frauts
KAM, EC: Sean Shaaban
BDM, Audio: Rodrigo Eng
Systems & Solutions Architect: Lamis Nabil
Systems & Solutions Engineer: Chris Lam
RSM, 2N: Michael Almeyda
Architect & Engineering Manager: Gavin Daly
Professional Services Group Manager: Jason Chiu

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519-496-3427; rodrigo.eng@axis.com
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905-302-5339; michael.almeyda@axis.com
905-749-1882; gavin.daly@axis.com
978-805-5657; jason.chiu@axis.com

Latin America

Mexico, Caribbean, & Central America

Regional Office	Av. Insurgentes 1647 Int. 801, Col. San José Insurgentes México, D.F. 03900
Regional Director, LATAM	Leopoldo Ruiz, 52-55-1850-4663; leopoldo.ruiz@axis.com
National Sales Manager, MCC	Alejandro Aguirre, 52-55-2272-6365; alejandro.aguirre@axis.com
Industry Associations Manager, LATAM	Manuel Zamudio, 52-55-5402-4055; manuel.zamudio@axis.com
Distribution Account Manager, MCC	Alejandro Garcia, 52-55-4369-5202; aljenadro.garcia@axis.com
Business Development Manager, LATAM SS	Mauricio Swain, 52-55-8014-6437; mauricio.swain@axis.com



Mexico (5)
Central America
Caribbean

Mexico Regions



Regional Resources

Area Technical Manager: Francisco Rodriguez
 Field Sales Engineer: David Luna
 Field Sales Engineer: Tito De Zauza
 Field Sales Engineer: Jafet Pacheco
 Business Development Manager: Ignacio Cabanas
 Business Development Manager: Jimena Genetti
 Business Development Manager: Dan Vogl
 Key Account Manager, EC: Valeria Bravo
 Key Account Manager, EC: Alejandra Guerrero
 Solution Development Engineer: OPEN
 Technical Trainer: Miguel Salazar
 Inside Sales Team Lead: Denith Garcia

52-55-4368-5182; francisco.rodriguez@axis.com
 52-55-9189-6819; david.luna@axis.com
 52-55-4448-5473; tito.dezauza@axis.com
 ; jafet.pacheco@axis.com
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 54-9-11-6624-6038; jimena.genetti@axis.com
 52-55-3134-7559; dan.vogl@axis.com
 52-55-2172-2611; valeria.bravo@axis.com
 52-55-5405-1662; alejandra.guerrero@axis.com
 52-55-4472-6190; miguel.salazar@axis.com
 800-444-2947; opt 1; denith.garcia@axis.com

Mexico North Region

RSM: Juan Carlos Valdovinos – Monterrey
 ISAM: Rebeca Curiel – Mexico City

52-81-1250-3379; juan.carlos@axis.com
 800-444-2947; opt 1; rebeca.curiel@axis.com

Mexico Pacific Region

RSM: Alejandro Gomez – Guadalajara
 ISAM: Rebeca Curiel – Mexico City

52-33-1850-4332; alejandro.gomez@axis.com
 800-444-2947; opt 1; rebeca.curiel@axis.com

Mexico Metro Region

RSM: Jorge Carreno – Mexico City
 RSM: OPEN
 RSM: OPEN
 ISAM:–

52-55-6070-9372; jorge.carreno@axis.com

800-444-2947; opt 1;

Mexico Southeast Region

RSM: Fernando Granados – Mexico City
 ISAM:

52-55-4340-6177; fernando.granados@axis.com
 800-444-2947; opt 1;

Mexico Southwest Region

RSM: Ricardo Moreno – Mexico City
 ISAM:

52-55-7906-8403; ricardo.moreno@axis.com
 800-444-2947; opt 1;

★ = Location of RSM
 ISAM = Inside Sales Account Manager
 ISM = Inside Sales Manager
 RSM = Regional Sales Manager (Field Sales)
 EC = End Customer

Central America and Caribbean Regions



Central America Region

RSM: Rafael Angulo – Costa Rica
ISAM: Rebeca Curiel – Mexico City

502 5448 2095; rafael.angulo@axis.com
800-444-2947; opt 1; rebeca.curiel@axis.com

Caribbean Region

RSM: Leo Gutierrez – Miami
ISAM: Camila Escobar – Colombia

+1-954-901-0551; leo.gutierrez@axis.com
57-322-266-8510; camila.escobar@axis.com

Regional Resources

Area Technical Manager: Francisco Rodriguez
Field Sales Engineer: David Luna
Field Sales Engineer: Tito De Zauza
Field Sales Engineer: Jafet Pacheco
Business Development Manager: Ignacio Cabanas
Business Development Manager: Jimena Genetti
Business Development Manager: Dan Vogl
Key Account Manager, EC: Valeria Bravo
Key Account Manager, EC: Alejandra Guerrero
Solution Development Engineer: OPEN
Technical Trainer: Miguel Salazar
Inside Sales Team Lead: Denith Garcia

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; jafet.pacheco@axis.com
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52-55-2172-2611; valeria.bravo@axis.com
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★ = Location of RSM
ISAM = Inside Sales Account Manager
ISTL = Inside Sales Team Lead
RSM = Regional Sales Manager (Field Sales)
EC = End Customer

South America Region

Regional Office	Avenida Paulista, n° 37, Conjuntos 31 e 32, 3° andar - Bela Vista - CEP: 01.311-902 - São Paulo - SP - Brasil
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Country Director, Brazil	
Regional Controller, South America	Marcia Oliveira, 55-11-3050-6604; marcia.oliveira@axis.com
National Sales Manager Brazil	Glaucio Silva, 55-11-3050-6638; glaucio.silva@axis.com
National Business Development Manager	Sergio Fukushima, 55-11-3050-6610; sergio.fukushima@axis.com



North Cone
South Cone
Brazil

North Cone Region



North Cone: Colombia, Ecuador, Venezuela, Guyanas

RSM: Diana Ardila
ISAM: Camila Escobar
ISAM: Samantha Acosta, Columbia
KAM EC: Leonardo Cossio
FSE: Daniel Rodriguez

57-320-310-8991; diana.ardila@axis.com
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; samantha.acosta@axis.com
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57-314-220-3097; daniel.rodriguez@axis.com

Regional Resources

Distribution Account Manager, SA: Juan Pablo Tavil
Business Development Manager: Jimena Genetti
Business Development Manager: Ignacio Cabanas
Business Development Manager: Dan Vogl
Inside Sales Team Lead: Denith Garcia

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ISAM = Inside Sales Account Manager
RSM = Regional Sales Manager
FSE = Field Sales Engineer
KAM = Key Account Manager
EC = End Customer

South Cone Region



South Cone: Chile, Bolivia, Peru, Argentina, Paraguay, Uruguay

RSM: Luis Mariano Vega

RSM: Mauricio Pavez

RSM: Uriel Chavesta

ISAM: Natalie Balza

ISAM: OPEN

KAM EC: OPEN

FSE: OPEN

FSE: OPEN

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Regional Resources

Distribution Account Manager, SA: Juan Pablo Tavit

Business Development Manager: Jimena Genetti

Business Development Manager: Ignacio Cabanas

Business Development Manager: Dan Vogl

Inside Sales Team Lead: Denith Garcia

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RSM = Regional Sales Manager

FSE = Field Sales Engineer

KAM = Key Account Manager

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Brazil Region



Southeast

RSM: Fernando Lira
 KAM, EC: Carlos Machado
 RSM: Thaynara Silveira
 ISAM: Rodrigo Melo
 ISAM: Lucas Galdino

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 ; thaynara.silveira@axis.com
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CONEN

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 KAM: Luis Ceciliato
 ISAM: Rodrigo Melo

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 55-11-99161-6146; rodrigo.melo@axis.com

South

RSM: Marcelo Oliveira
 ISAM: Lucas Galdino

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 55-11-99239-2215; lucas.galdino@axis.com

Regional Resources

Distribution Account Manager: Juan Pablo Tavi
 Distribution Account Manager: Debora Pompeu
 FSE: Erico Moreira
 FSE: Claudio Moraes
 Technical Trainer: Everson Gama
 Inside Sales Team Lead: Denith Garcia

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 RSM = Regional Sales Manager
 FSE = Field Sales Engineer
 KAM = Key Account Manager
 EC = End Customer

Regional Resources

Distribution Account Managers

National Sales Manager,
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DAM, Wesco | Anixter

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DAM, ADI

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DAM, Ingram Micro & Tech Data

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West

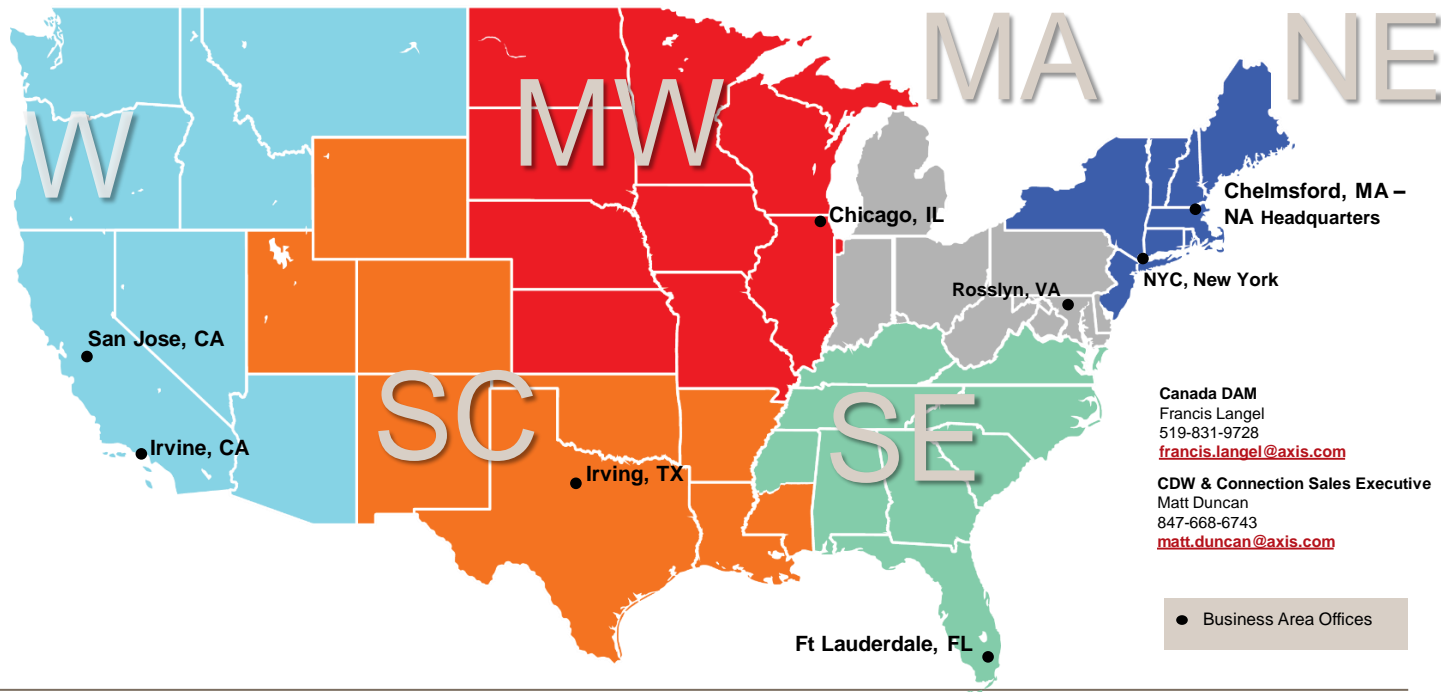
Midwest

Mid-Atlantic

Northeast

South Central

Southeast



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Southeast

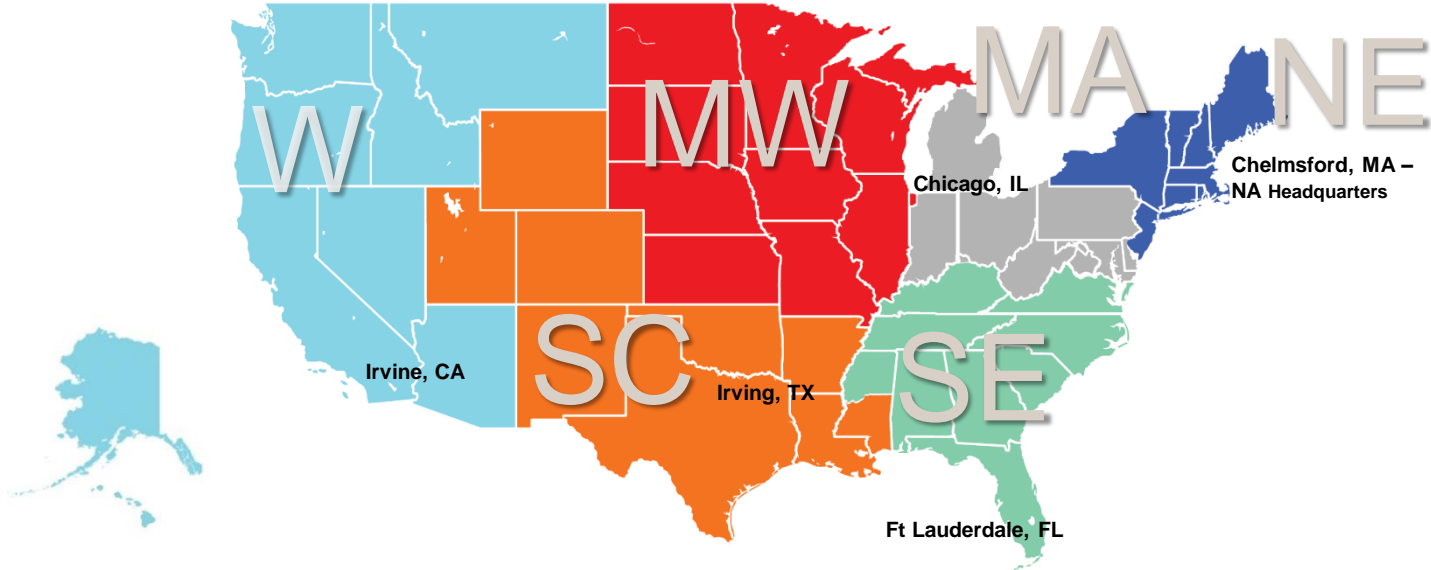
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Business Areas: A guide to your Key Account Managers - End Customers

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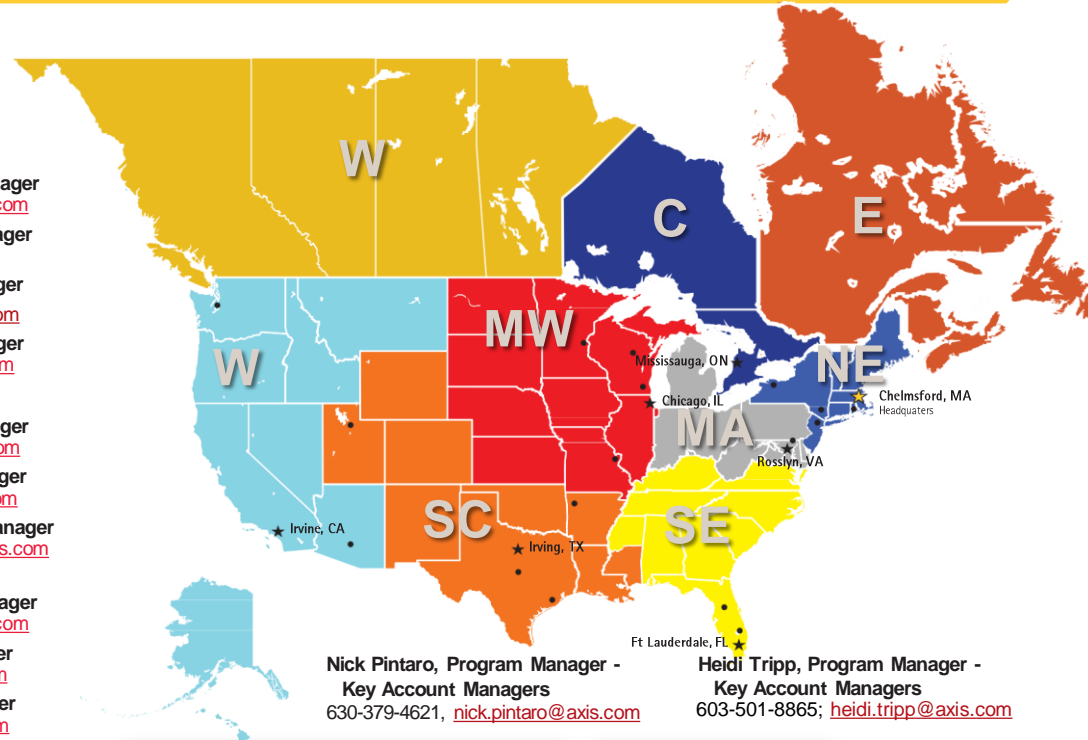
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United States

West Mid-Atlantic South Central
Midwest Northeast Southeast

Canada

Western Eastern
Central

Business Areas: A guide to your Key Account Managers - End Customers



Mexico

- North
- Pacific
- Metro
- South East
- South West

Caribbean

- Caribbean

Central America

- Central America

Mexico, Central America and Caribbean

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Business Areas: A guide to your Key Account Managers - End Customers

South America

North Cone

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APU

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South America

- Southeast
- CONEN
- South
- North Cone
- ChiBoPe
- APU

The Americas – Segment Development Team

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Baratta	Paul	0209	339-999-1261	Segment Development Manager, Healthcare Segment Development Manager, Retail
Canal	Bruce	0385	317 447 9980	Segment Development Manager, Education
Incorvati	Anthony	2116	412 716 7996	Segment Development Manager, Transportation
Joseph	Stephen	3050	516 666 0817	Segment Development Manager, Banking & Finance
Martin	Shannon	0369		Account Executive, Segment Development
Merlino	John	3026	760 822 9015	Segment Development Manager, Critical Government
Morgan	Joe	0286	817 991 5233	Segment Development Manager, Critical Infrastructure
Taylor	Kevin	2130	770 557 6768	Segment Development Manager, Smart Cities

Business Development Systems & Solutions

The Americas - Business Development Systems & Solutions

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Andino	Aaron	0371		Solutions Engineer
Basale	Glenn	3018		Solutions Engineer
Bauer	Geoffrey	2082	815 520 9796	Manager, A&E Program
Benevides	Shawn		617 306 1970	Program Manager, End to End Solutions
Boyd	Dee	2066	281 731 2759	A&E Regional Manager
Brown	Robert	0210	612 819 8823	Solutions Architect
Burdet	Steve	7791	802 338 6463	Manager, Solutions Management
Connelly	Ryan			A&E Regional Manager
DeLeo	Kelly		978 805 5675	Senior Manager, End to End Solutions
Dorris	Wayne	7726	347 731 5865	Business Development Manager, Cybersecurity
Dunn	Michael P.	7731	918 884 8323	Regional A&E Manager
Filgueira	Pedro	3015	407 913 4876	Solutions Development Engineer
Foley	Scott	0290	978 760 1179	Senior Research Analyst
Follrud	Marcus	3011	781 960 3243	Team Lead, Solutions Development
Gray	Sherri	0320	978-221-8681	Program Manager, Industry Associations
Gregory	Ryan	2110	508 981 8900	Director, New Systems & Solutions
Grzybowski	Elizabeth			Program Specialist, End to End Solutions
Hall	Leslie	7703	949 241 0914	Project Manager, Partner Services
Jussaume	Steve	7606	603 475 7335	Solutions Engineer
Mannion	Don	2055	603 320 2083	Solutions Engineer
Marcella	James	2010	978 764 4914	Director of Industry Associations
Mershon	Mitch	0296	812 236 3961	Business Development Manager, End to End Solutions
Muehlbauer	Robert	2024	617 834 3076	Senior Manager, Business Development
Neale	Randy		847 204 8493	A&E Regional Manager
Noriz	Bernice	0221	949-378-9734	Regional A&E Manager
Pacino	Drew	3037		Program Specialist, Partner Ecosystems
Paterson	Alan	2154	973 803 1058	A&E Regional Manager
Parodi	Marco	2107		Solutions Development Engineer
Pettersson	Patrik	2118	952 210 1897	Senior Manager, New Projects
Ruggiero	Joe	3037	978 836 2829	Business Development Manager, End to End Solutions
Schlehein	Nathan			Partner Development Architect, Solutions Development
Stewart	Bruce	2011	978 578 3600	Business Development Manager, Access Control
Teachout	Mike		508 871 6669	Systems & Solutions Architect
Trinh	Quang	0208	858 336 8434	Manager, Professional Services
Urban	Heidi	2180	716 445 2995	Business Development Manager, Technology Partners
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Wildfoerster	Chris	0390	914 213 5464	Business Development Manager, Audio
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Zatolokin	Ryan	7763	248 850 9990	Business Development Manager, Senior Technologist
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The Americas - Regional Resources

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Chay	Larry	0201	630 826 9607	National Accounts Manager
Heffernan	Pat	2097	978 204 4698	Key Account Manager, Global Partners
Gagnon	Matt	7787	603 305 5625	National Accounts Manager
Filiczowski	Scott		315 254 3150	National Accounts Manager
Jussaume	Adam	2017	781 605 8191	Global Account Manager
Lewis	Ethan	2026	205 790 3336	Key Account Manager, Global Partners
Fruchey	Chris		720 272 9230	Key Account Manager, Global Partners
Thistle	Joe	3042	603 459 9800	Key Account Manager, Global Partners

National Programs				
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Tripp	Heidi		603-501-8865	Key Account Program Manager
LaCroix	Alex	0247		Inside Sales Program Manager

