



N-able Vendor Manager

Scott Armstrong

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Supporting N-Able from Tampa, FL



How Can Scott Help You?

- Account mapping & whitespace identification
- Campaigns, messaging & seller-ready collateral
- Sales enablement (trainings, talk tracks, battlecards)
- Deal support & opportunity acceleration
- Pipeline creation & outbound strategy
- Reseller enablement

Scott brings 7 years of channel experience with a focus on technology solutions. He has a strong background in business development, product management and onboarding, understanding how to foster and execute a premium experience for the partner from start to finish. Scott is passionate about providing a seamless distribution experience and building relationships across the channel.