



Wasabi Vendor Manager

Mikkel Ottey

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Supporting Wasabi in North America
from Duluth, Georgia



How Can Mikkel Help You?

- Assist with Wasabi Business Development Activities
- Onboarding new partners
- Review the Wasabi Partner Program
- Joint Calls with Partners and their Customers
- Provide Sales Training
- Assist with Quotes and Orders

Mikkel has been working in the channel for over 10 years. He enjoys playing a variety of sports, going on outdoor adventures, and spending time with his family and friends. He has a strong background in channel sales, and excels at balancing customer goals and mitigating their pain points while optimizing net new revenue. This makes him an excellent fit to support the Wasabi line from a sales and support perspective. Mikkel's focus is to enhance the overall visibility of the Wasabi brand and uncover new opportunities, all while embodying Wasabi's mission to, "make cloud storage a simple, open-standard commodity and utility". He is passionate about helping partners learn and achieving growth! Contact Mikkel to learn more about the benefits of partnering with Wasabi!