

## Bitdefender®

### Bitdefender Vendor Manager

David Fletcher (Fletch)

732.847.2572

DavidF@ClimbCS.com

Supporting Bitdefender from Seymour, TN



### How Can Fletch Help You?

- Assistance with all product/sales questions, connecting with Field Sales Teams, new initiatives, and best sales strategies
- New Partner onboarding process including any limitations
- Navigating and utilizing the Bitdefender Partner Portal
- Competitor Battlecard Info to compare against leading competitors
- Any licensing/maintenance or hardware questions
- MSP assistance
- Please reach out today with any other questions or concerns!

*David Fletcher (Fletch) brings over two decades of experience in the Channel and IT space, building a distinguished career across vendor and distribution sides. As a seasoned Channel and Distribution Manager, he has fostered strong partnerships, driven strategic growth, and shaped successful collaborations. Passionate about relationships, innovation, and technology, Fletch thrives in dynamic environments that challenge him to create meaningful connections and drive impactful results. He resides in Seymour, Tennessee, with his wife and two beloved pups.*