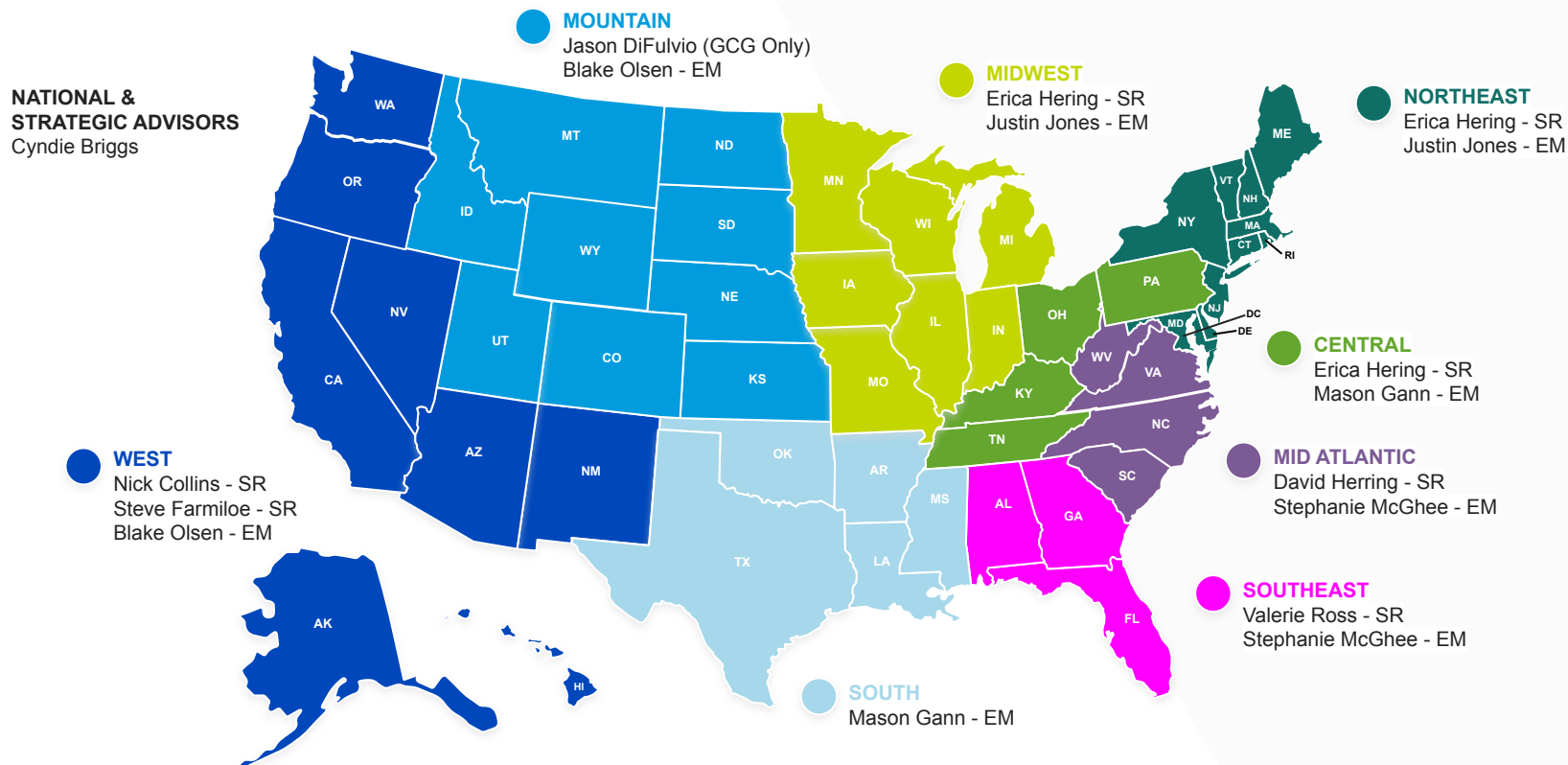


AppDirect Channel Sales Team



Sr Channel Sales Team - Contact Information

National Strategic Advisors

Cyndie Briggs
cyndie.briggs@appsmart.com
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Central

Erica Hering
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Southeast

Valerie Ross
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Mid Atlantic

David Herring
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West

Nick Collins
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Steve Farmiloe
steve.farmiloe@appsmart.com
(707) 321-5921

Sr CMs support our Growth and President Club advisors

Strong focus on success plans and quarterly business initiatives along XCaaS and the adoption of On Platform Cloud services

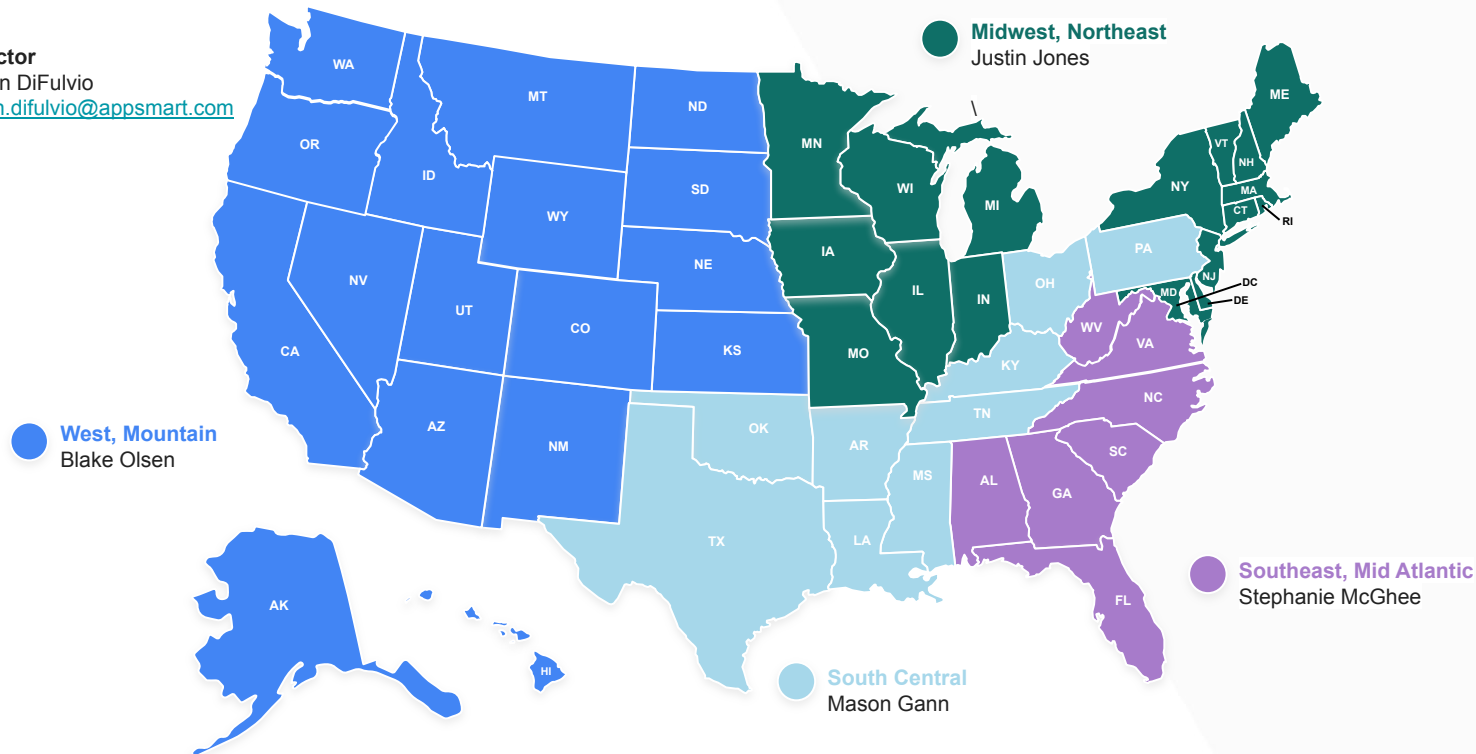
Teamed with a Partner Success Manager for each territory

Emerging Markets Sales Team

Director

Jason DiFulvio

jason.difulvio@appsmart.com



Channel Sales Team Emerging Markets - Contact Information

West & Mountain

Blake Olsen
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Midwest & Northeast

Justin Jones
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Central & South Central

Mason Gann
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Mid Atlantic & Southeast

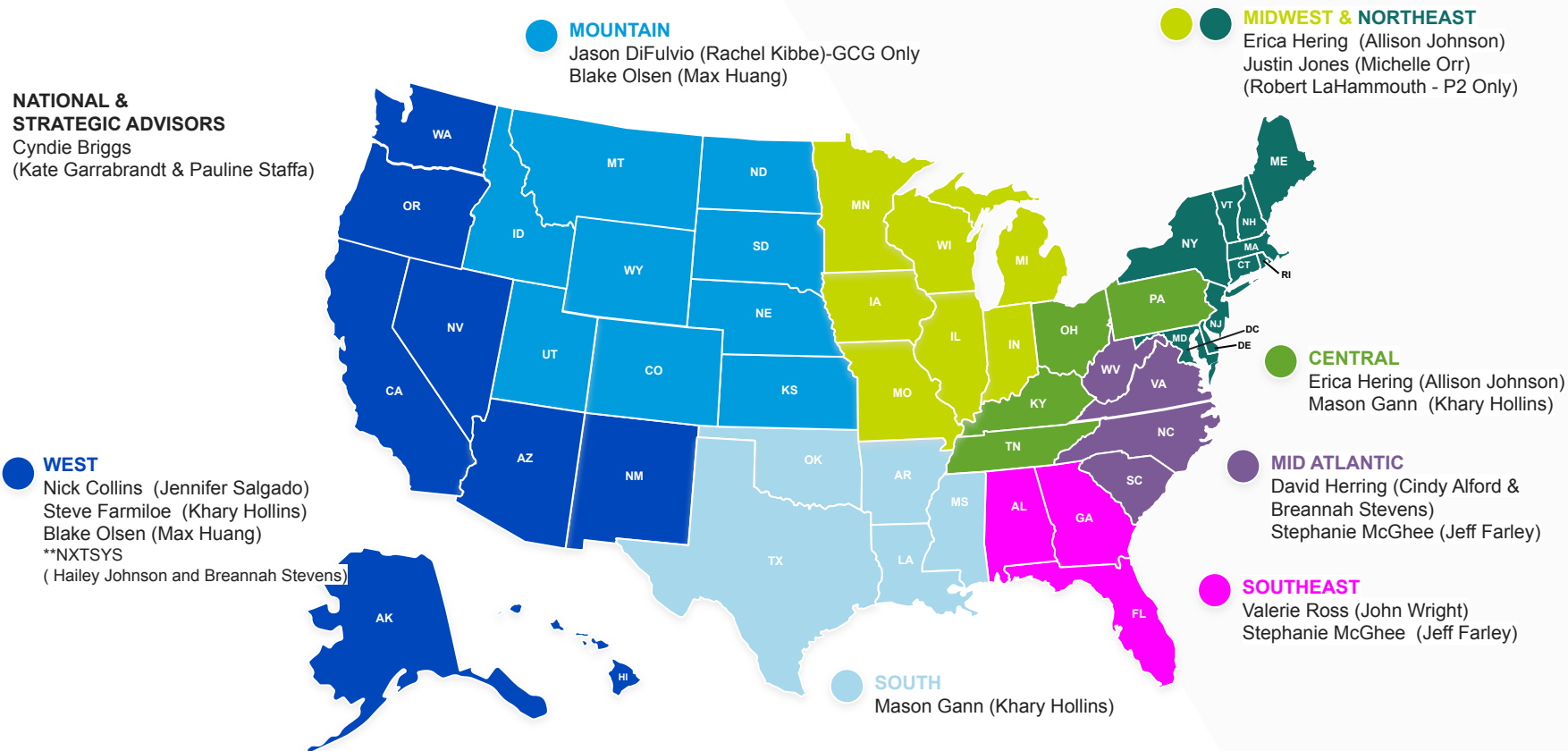
Stephanie McGhee
stephanie.mcgee@appsmart.com
(407) 919-9929

EMs will support the Developing advisors

Strong focus on advisor experience and learning the AppSmart toolset as part of the onboarding journey

Recruitment initiatives will drive into the EMs

AppDirect CM/PSM Alignment



AppDirect Channel Sales Team

NATIONAL & STRATEGIC ADVISORS



Cyndie Briggs

MOUNTAIN



Jason DiFulvio



Blake Olsen

NORTHEAST



Erica Hering-Kovacs

MIDWEST



Justin Jones

CENTRAL



Erica Hering-Kovacs



Mason Gann

MID ATLANTIC



David Herring



Stephanie McGhee

SOUTHEAST



Valerie Ross



Stephanie McGhee

SOUTH



Mason Gann

WEST



Nicholas Collins



Steve Farmiloe



Blake Olsen

