Nominee: Marc Marazzi - Server Technology

Nomination title: Putting Server Technology on the Map

Server Technology manufactures the worlds leading intelligent PDU's for data centre cabinets. Marc Marazzi joined in 2012 as VP of International Sales and was responsible for growing the market throughout the International Territory of EMEA and APAC.

In the past 5 years, Marc has built a remarkable organization, almost tripling the revenue and also the team in that time. Marc works tirelessly with the global organization, starting early with his group in Asia, through to late in the night with the team in Reno, Nevada, which is where the Head Office of Server Technology is located.

A major part of his role is to meet with the top customers and partners throughout the world. Marc spends around 50% of his time outside of the UK and ensures he is very close to the largest projects and partners.

Marc ensures he keeps in close contact with the key customers of the business, and has been pivotal to the success of many of the projects that the International team has closed over the last 5 years.

Server Technology is proud to work with some of the fastest growing and demanding companies in the World. Marc ensures that the organization provides them with the highest level of support, with local visits from the Regional Sales Managers, Solutions Managers and teams that are determined to deliver products on time.

When Marc joined, he changed the sales strategy of the International team by creating a 'proactive' sales force that met with decision makers. Up until that time, the team were achieving 4 end user meetings per quarter. Within 6 months, the sales team began achieving 30 meetings per quarter. Now, they are meeting 50 end users per quarter, which is resulting in millions in new business found throughout the year.

Why nominee should win

Marc should win the award as he has put Server Technology on the map in the International market and almost tripled the revenue in less than 5 years. He has worked persistently with his team to put Server Technology on the global market and win some of the largest intelligent power projects in the world.

Marc is a loyal member of Server Technology. In 2016, he was the brain child of a patent that Server Technology is currently prototyping. If this idea is produced, it will change the game in the intelligent PDU market. Marc is simply excited at the potential that this patent

will be released and is going to be providing his reward to charity. He just wants the company to prosper.

A few facts

- 3 employees when Marc began – now 10

- International territory split into 3 regions, now 4 due to business revenue

- Revenue tripled from 2012

- Orchestrated and worked on of all the largest deals in the region

- Increase the Asia business by 70% in 5 years

- Identified the best team in the market