

COMCAST BUSINESS

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AMBASSADORS CLUB

2024





# Technology Services Distributors

2024 Ambassadors Club

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## MELISSA BABIAK

Partner Development Manager | **Telarus**

Melissa Babiak is a 12-year channel veteran. She started her career in retail but made the jump to Star2Star (now Sangoma) in 2012 and never looked back. Melissa moved up the ranks over the years at Star2Star and spent a short time working in the cybersecurity space. Finally, in 2023 Melissa came to Telarus, where she is a Partner Development Manager, supporting the Florida Tech Advisors.

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## NICK COLLINS

Director of Strategic Partnerships | **AppDirect**

Nick Collins is the Director of Strategic Partnerships at AppDirect. In this role, he supports mid-market and enterprise-level advisors while developing new sales verticals and growing business across multiple technology categories. With a focus on the diverse range of advisor and customer business models, Nick excels in understanding where and how to apply technology solutions. He brings 11 years of channel experience, including five years at AppDirect, specializing in strategic business growth, marketplace, and SaaS provider processes.

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## MICHAEL COOK

Channel Manager | **Innovative Business Solutions**

Michael Cook is the Channel Manager for the South-Central Region at Innovative Business Solutions. He has been in this role for the past six months and is leveraging his five years of experience in telecom sales to drive strategic partnerships to expand their market presence. His background in the telecom industry spans over both direct and indirect teams which he uses to continue to develop as a Channel Manager.



## KIM STARO

Channel Director | **AVANT**

Kim Staro is the Channel Director for AVANT's Mid-Atlantic region and leads the growth of AVANT's Trusted Advisors. Her proficiency extends to guiding partners toward enhancing company profitability, acquiring new customers, boosting customer base growth, refining product positioning, and nurturing vendor relationships. Furthermore, her dedication to sales team coaching and development has consistently driven remarkable growth for both her partners and AVANT.

Kim's recent accolades include the CRN Women of the Channel, the Alliance of Channel Women - Big Impact Award, Tierpoint TSD Channel Manager of the Year, and Alert Logic TSD Channel Manager of the Year honors. Kim is unwavering in her commitment to steering the success and growth of her partners and AVANT.

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## BRIDGET KANG

Director of Partner Development | **Telarus**

Bridget Kang is Director of Partner Development at Telarus and has been working in technology sales since 2006. At Telarus, Bridget has been helping advisors grow their businesses in the Midwest since 2019.

Bridget currently engages with partners as a thought leader, a sales enabler, and a digital transformation catalyst. She encourages partners to take a new approach, ask questions, and find new opportunities in advanced solutions in order to grow their businesses.

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## BLAKE OLSEN

Senior Channel Manager | **AppDirect**

Blake Olsen is Senior Channel Manager at AppDirect. He has been working in channel sales for 15 years, focusing on voice, data, security and software. Blake works with business owners, CIOs and CTOs to identify key areas of technology spending to create efficiencies and savings. Blake bridges the gap by going beyond contract negotiation, with project management and oversight, and even through the implementation phases of critical technology projects.



## CHASE SADLER

Business Development Manager | **Intelisys**

Chase Sadler is a Business Development Manager at Intelisys and has been in the industry for over two decades. Chase supports the partners of South Texas and Louisiana and helps grow their business by cross- and up-selling and discovering new strategies to improve their bottom line. Chase says that he has seen significant success working with Comcast Business and looks forward to an amazing finish to the year.

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## SCOTT SAWYER

Channel Director | **AVANT**

Scott Sawyer is a Channel Director for the New England region at AVANT. Scott joined AVANT in 2017 as a Senior Partner Manager. Prior to working at AVANT, he was a Sales Director for Concentric/XO and Paetec and he started his career at MCI.

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## DOUG STARZAK

Director of Partner Development | **Telarus**

Doug Starzak joined Telarus in April of 2023 as the Director of Partner Development, supporting the Northern California region. He is an honorably discharged combat veteran who later spent nine years at MegaPath in various direct sales and channel roles. Doug then moved on to RingCentral and spent six years as a Channel Manager leading the Northern California and Pacific Northwest regions before moving to a channel leadership position.

After spending the next two years at Zoom leading channel strategy, Doug moved on to become a Channel Account Manager and Sales & Channel Leader.

# Comcast Business Team

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## MATTHEW FASSNACHT

Vice President and Channel Chief | **Comcast Business**

Matt Fasnacht is the Vice President and Channel Chief for Comcast Business. With a robust background spanning over three decades in IT/Telco leadership, Matt is a results-driven channel sales leader with a track record of success. His expertise lies in building high-performance teams across various segments — including SMB, Enterprise, and Channel Partner programs — excelling in recurring revenue models within the IT, hardware, and software business. Recognized for his strategic vision and competitive spirit, Matt has been instrumental in achieving double-digit revenue growth.

Operating with integrity, accountability, and a commitment to fostering win-win relationships, Matt is on a mission to empower partners to expand their businesses through a world-class program. He is deeply passionate about cultivating future leaders through mentoring and board service, aiming to inspire the next generation of channel leaders.

Beyond his corporate duties, Matt, a Mexican-American leader, plays a significant role as the Executive Sponsor for Unidos, Comcast's Employee Resource Group dedicated to celebrating Hispanic culture.



## ALBERT KRIVOPISK

Executive Director of Global Partner Programs | **Comcast Business**

Albert Krivopisk is the Executive Director of Global Partner Programs for Comcast Business. He has been with the Indirect Channel team for over 10 years, including roles as a Solutions Engineer and Partner Sales Manager. Albert has made outstanding contributions to the Comcast Business team through his ability to negotiate mutually beneficial strategies with the industry's leading Technology Services Distributors (TSDs).



## CODY CALHOUN

Executive Director of Global Channel Sales | **Comcast Business**

Cody Calhoun leads the entire Indirect sales team and is focused on developing sustainable and productive partner relationships. He has spent more than 25 years in the indirect channel and in the telecommunications industry. He joined the Comcast Business team in 2012 during the infancy stages of the channel program.

Before joining the Comcast Business team, Cody was the Managing Partner of a VAR, Interconnect, an A/V Integrator. He worked for McGraw Communications leading their CLEC national channel program. He also worked as Director of Channel Development for Level 3 Communications, was the Director of Technical Channel Sales at NTT, and was the Sales Engineering Director in the Qwest Business Partner Program.



## LEE BERK

Senior Director of Sales Engineering | **Comcast Business**

Lee Berk is the Senior Director of Partner Sales Engineering for Comcast Business. In this position, Lee's focus is to lead a team of Sales Engineers dedicated to the Solutions Advisor Partners and to provide help to their business customers by helping to translate their business problems into solutions that can benefit the business. Lee has been with Comcast Business since 2000 and worked in Product Management, Product Engineering, Systems and Test, and led the Partner Sales Engineering team. Before Comcast Business, he worked for a few small consulting companies and VARs that did IT consulting for small and medium businesses.



## VIVIAN CHAVEZ

Senior Director of Strategic Channel Programs | **Comcast Business**

Vivian Chavez is the Senior Director of Strategic Channel Programs at Comcast Business. A 24-year Comcast Business veteran, Vivian is responsible for the development, delivery and execution of key strategic channel-wide programs that impact all Technology Services Distributors (TSDs), eTailers, and national selling partners. Vivian also leads the National Partner Account Manager team, serving as chief advocate for the TSDs and eTailers. Vivian was a key contributor to the development of our program and has made significant contributions to the program's success for over a decade. She has received prestigious recognition along the way due to her contributions through Women in Cable, CRN, Comcast Business, NBCU, DEI initiatives, and ACW.



## JESSICA DECICCO

Director of Global Partner Programs | **Comcast Business**

Jessica DeCicco is the Director of Global Partner Programs at Comcast Business. She manages the strategic relationship with two of Comcast Business's top TSDs, AVANT & Intelisys.

Prior to her new role on the Global Partner Programs team, Jessica was the Director of Masergy Partner Sales managing a team of channel managers who were responsible for driving sales in the advanced solutions portfolio. Jessica has over 10 years of experience working in the technology industry through the channel including telecommunications, VARS and ecosystem partners. She started her career in the VAR world cultivating and managing strategic relationships with top manufacturers. She was promoted to run the Cisco Systems practice nationally.

Jessica joined Centurylink in 2019 as a Senior National Channel Manager and was quick to produce results for the TSD she supported with her leadership style marked by respect, collaboration, and personal accountability. Jessica joined the Comcast family through the Masergy acquisition in 2021 where she was quickly promoted to Director of Masergy Partner Sales in 2022.





## DIMITRY KNI AZEV

Director of Global Partner Programs | **Comcast Business**

Dimitry Kniazev manages the Comcast Business e-tail and call center programs and the relationship with Innovative Business Solutions and AppDirect. Dimitry has been with Comcast Business for over 14 years in roles across multiple divisions and headquarters. Prior to becoming Director of Global Partner Programs, Dimitry held multiple senior-level sales manager roles at Comcast Business, most recently as Senior Manager of Partner Sales. He uses this experience to bring a vast knowledge of Comcast Business solutions and operations to our team and our partners.



## CASSY MATTHEWS

Channel Marketing Manager | **Comcast Business**

Cassy Matthews is one of Comcast Business's Channel Marketing Managers, supporting the Strategic and EMEA Partner Program. Cassy has over 20 years of business marketing experience having worked in various roles, including creative writing and communications.



## ERIC SOLOMON

Senior Director of Global Partner Programs | **Comcast Business**

Eric Solomon is the Senior Director of Global Partner Programs at Comcast Business. In this role, he works closely with Telarus, Bridgepointe and Sandler Partners on strategy and direction. Eric is a 21-year channel veteran, having worked as a Channel Manager at PAETEC (then purchased by Windstream).

In 2015, he joined Masergy as Global Account Director in Chicago, later taking a hiatus to move to California and work as VP of Channel Sales West for Windstream in 2018. Eric returned to Masergy in 2020 to lead Southwest Sales and then Western Sales.

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## RICHARD HEPTINSTALL

Director of Business Development | **Ciena**

Richard Heptinstall serves as Director of Business Development for Ciena. In this role, he is responsible for selling and positioning all products, services and the monetization of existing products and services across his account base, which includes Comcast Business, Zayo, Brightspeed and nine Regional Service Providers across North America.

He joined Ciena in 2013 leading sales for the Zayo account. Prior to joining Ciena, Heptinstall started his career 25 years ago at Level 3 where he held numerous leadership roles in finance, operations, sales and business development.

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## JAMIE ROLLER

Channel Account Manager | **Fortinet**

Jamie Roller is a Channel Account Manager at Fortinet. With over 15 years of customer-facing experience in sales and consulting roles and a solid 20-year background in the IT industry, he is dedicated to delivering enterprise-class solutions and services with the utmost professionalism, efficiency, and security. Before joining Fortinet, Jamie spent eight years with Comcast Business.

Jamie's expertise lies in advanced solution design, ensuring his clients receive tailored and cutting-edge solutions to address their unique business challenges. He thrives on the opportunity to leverage his deep knowledge of security-focused technology consulting to drive impactful outcomes for his valued customers.

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## NIGEL WILLIAMS

VP of Channels | **Fortinet**

Nigel Williams is a Senior Business Executive at Fortinet with a 30-year track record building successful teams and partnerships. He is a strategic visionary who has held positions in direct sales and channel management with industry leaders like Ungermann-Bass, Cisco Systems, Ciena Corporation and, most recently, Palo Alto Networks. Nigel also led large enterprise sales at Level 3, and he has developed a unique methodology to operationalize managed services from service creation, GTM strategy and field execution.

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