




Executive Biography

Bob Slater
Lead Consultant, Infranet Dynamics



As Lead Consultant, Bob Slater is responsible for managing  PerceptionMonitor™ client campaigns, client business and channel development programmes, including partnership and alliance development. Bob specialises in working with data centre/storage solutions and infrastructure companies to develop their routes to market and Alliances using traditional enterprise channels.

Bob Slater brings over 36 years' of international experience of the IT industry to Infranet Dynamics.

Prior to this role, Bob was Regional Director at VERITAS Software (now Symantec) responsible for developing emerging markets over an 8 year period in Central Eastern Europe, Greece, Turkey, Middle East and Africa. Bob started the business using local channels, later establishing representative offices in Warsaw, Tel Aviv and Moscow. He also managed operations based in Johannesburg and Dubai. Bob has in-depth experience of managing remote sales teams and international channels. He made presidents club seven years on the run for being consistently over target.

Before VERITAS, Bob held senior sales management roles in Hewlett Packard and HP partner companies, P&P and Unison Software. At Unison, he developed channel sales and worked with local HP operations in France, Italy and Spain.

His career in the IT industry started in Honeywell Bull where he was pre-sales manager for the Screenplex system. Later he became the 8th UK employee at the start-up PRIME Computer, managing the UK pre-sales operation for 6 years. After a brief period at a Prime partner in Kuwait, he joined another start-up, Apollo Computer, as the 2nd UK employee managing a team selling workstations as South Branch Manager until the take over by Hewlett Packard in 1989. He sold Apollo Systems extensively to UK companies including BP, Marconi, Racal Group, the academic sector, Motorola, Mentor Graphics and Pafec.

Bob is married with 3 grown-up girls. He enjoys fine wine and good cars – but not at the same time.