



Bill King
Executive Vice President, Platform Products, Fujitsu America

Bill King serves as executive vice president of the platform products group for Fujitsu America (FAI). In this position, he is responsible for driving the Platform Products growth and profitability to achieve the Fujitsu goals. He is also tasked with accelerating growth in our PRIMERGY® business by leveraging Fujitsu global best practices and capabilities from FTS and Fujitsu Limited. It is Mr. King's goal to ensure channel and partnership expansion to drive the Fujitsu Enterprise, Mobile and Software products into targeted market expansion. He brings sharp focus and leadership to the FAI PPG Business. His experience with clients, his vast network of contacts, a background in hardware and software development, and his long track record of success suit him well in this position

Since joining Fujitsu in 2003, Mr. King has held a variety of executive management positions. Prior to assuming his current position, Mr. King served as executive vice president of the global retail business for Fujitsu America. In that role, he was tasked with pulling together a world-class capability for the global marketplace. Mr. King transformed the FAI Retail Business – achieving all FAI Retail revenue and profit goals – while also forming the first Global Retail Business structure for Fujitsu.

Mr. King has also served as executive vice president of US business for Fujitsu America, including all Industry Business Units, International Global Accounts, Channel Sales, Alliances and Financial Operations. In that position, his mission was to ensure the US organization understood, communicated, and delivered the unique FAI values to both its domestic and largest international customers and partners.

Mr. King has held a variety of executive sales management positions within North America. Under his direction, FAI transformed its sales organization into a solution-based team focused on delivering a superior experience for customers and partners alike.

Prior to joining Fujitsu, he served as vice president of sales and marketing for InfiniCon Systems, Inc., where he established marketplace awareness, ensured client partiality, and launched a successful sales organization for the InfiniCon Systems solution set. Before InfiniCon, he was vice president of sales and marketing for Open Systems at Hitachi Data Systems, where he initiated the company's first ever worldwide sales and marketing organization for its storage business.

Mr. King holds a Bachelor of Science in computer science from Millersville University.

Mr. King lives in Bucks County, Pennsylvania, with his wife and children.