

Daniel S Pelino
General Manager, Healthcare and Life Sciences
IBM Sales & Distribution

As General Manager, Dan Pelino is responsible for the strategic direction of IBM's global healthcare and life sciences business. He leads his team in developing the latest information technology solutions and services, establishing partnerships, and overseeing IBM investments in the healthcare, pharmaceutical and life sciences markets. In this role, Dan works closely with leaders in healthcare and life sciences, including public and private healthcare providers and payers, and biotech and pharmaceutical companies, helping them leverage IBM capabilities to address issues facing the industry. These include rapidly rising costs, information access, and quality of care

Previously, Dan was Vice President, Worldwide Distribution Channels Management and Channel Enablement, Corporate Marketing. He had responsibility for developing and overseeing IBM's Routes to Market marketing and sales strategy, as well as the execution of the worldwide Distribution Channels Management plan.

Dan has held numerous executive positions, including Vice President, Americas, for the Central Region, responsible for customer relationships, revenue, profit, and market share for 15 mid-western states. He also served as the Group Vice President of Global Sales and Support, Technology Group, with worldwide sales, marketing, and technical support responsibility for IBM's Technology Group. In this position, he was responsible for sales, support and marketing of storage, microelectronics, networking, and display technologies.

Dan is involved in many organizations, including the Advisory Board of Western Kentucky University, Chicagoland Chamber of Commerce, Illinois Governor's Transition Team Streamlining Government Committee, the Board of Directors for Teach for America and the Board of Directors for Park University in Kansas City. He is a frequent speaker outside of IBM and has authored and presented on such topics as Business Strategy, Managing for Change, Business Transformation and Operational Excellence.

Dan received his Masters Degree in Organizational Communications and his Bachelor of Science undergraduate degree in Business Administration and Public Relations from Western Kentucky University. He joined IBM in 1980. Dan and his family reside in Hinsdale, Illinois.