

Brian Gendron
VP, Global Alliances & Partnerships

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Brian Gendron is responsible for accelerating new customer growth by developing and expanding Rimini Street's strategic, industry and technology alliances. His mission is to help North American sales teams meet and exceed their quotas by leveraging alliances to access more prospects, increase client value & enable competitive differentiation.

A proven executive with more than 20 years of experience, Mr. Gendron has lead North American and global teams for enterprise sales, alliances and managed services. Previously, he was SVP Enterprise Sales and Managed Services at BBOX, where he was instrumental in securing and expanding strategic alliances with HPE, DXC, Verizon, AT&T, Facebook, Microsoft and Cisco.

He and his wife Adele reside in Calgary, Canada, with their two girls and support national athlete programs and sports mentorship.

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ABOUT RIMINI STREET, INC.

Rimini Street is the leading independent provider of enterprise software support services. The company is redefining enterprise support services with an innovative, award-winning program that enables Oracle and SAP licensees to save up to 90 percent on total support costs over a decade, including saving 50 percent on their annual support fees. Clients can remain on their current software release without any required upgrades or migrations for at least 15 years after switching to Rimini Street. Hundreds of clients, including global, Fortune 500, midmarket, and public sector organizations from across a broad range of industries have selected Rimini Street as their trusted, independent support provider.

