

Don Grantham
President, Microsoft Central & Eastern Europe



Don Grantham, President of the Microsoft Central and Eastern Europe region oversees since July 2010 Microsoft's operations in 26 subsidiaries servicing 32 countries, employing over 2500 people. Don also helps steer Microsoft's activities around the world as a member of the executive leadership team for Microsoft International.

Don is responsible for ensuring a positive experience for Microsoft customers and partners in the region. In that role, he engages with government leaders, business makers and community representatives throughout the area, and also invests a lot of time developing talents in Microsoft's Central and Eastern Europe subsidiaries.

Prior to joining Microsoft, Don Grantham was senior vice president and chief sales officer at HP. He was responsible for the company's enterprise accounts and public sector sales, as well as sales for the Communications, Media and Entertainment; Financial Services; Manufacturing and Distribution; and Health and Life Sciences industries. Don was also responsible for worldwide alliance sales, sales operations, sales compensation, global pre-sales, sales support, and the company's go-to-market effectiveness.

Prior to joining HP, Grantham spent nine years at Sun Microsystems, culminating in his last position as executive vice president of Global Sales and Services, reporting to the CEO. He was responsible for the overall leadership of more than 17,000 employees around the world. Under Grantham's leadership, Global Sales and Services delivered a consistent, integrated and responsive customer experience through a unified sales and services organization worldwide.

Grantham started his career in high tech with IBM. During his 17 years there, he held numerous leadership roles, including executive management responsibility for Sales in Northern Europe during his final three years at the company.

A native of the United Kingdom, Grantham is a former semi-professional soccer player and remains an avid fan. When he is not traveling the globe visiting Microsoft customers, partners, and employees, he spends any spare time following his favorite soccer teams.