



**Kerstin Woods**

**Vice President, Solutions and Outbound Marketing**

**Toshiba America Business Solutions**

Kerstin Woods launched her professional career designing rockets in the aerospace industry. In addition to business consulting, she has 20 years of experience in forming global partner alliances, as well as product and solutions development and partner/product marketing for small-to-large startups and *Fortune* 500 companies.

As Toshiba's Vice President, Solutions and Outbound Marketing Woods is charged with creating and implementing expansion strategies for the company's e-STUDIO™ multifunction printers, network document solutions, thermal barcode and point-of-sale printers, Ellumina™ digital signage line as well as third-party hardware, software and print-as-a-service offerings. Woods also plays a significant role in channel management, business development and revenue growth at Toshiba America Business Solutions.

Before joining Toshiba in 2019, Woods served as senior director of channel product marketing at Oracle, with a focus on accelerating Oracle's cloud revenue within the global channel ecosystem. During her tenure at Oracle, she oversaw numerous product and solution launches, as well as sales enablement and go-to-market activities across Oracle's cloud software and converged infrastructure portfolio.

Woods holds a bachelor's degree in mechanical engineering and studied psychology and business, with an engineering management emphasis, at Stanford University. She played Division 1 lacrosse at Stanford and currently serves as a volunteer in Orange County, Calif. for several community organizations.