

Sammy Kinlaw of Lexmark Named One of CRN's 50 Most Influential Channel Chiefs for 2020

This annual list recognizes the elite vendor executives who lead, influence, innovate and disrupt the IT channel.



Lexmark, a global imaging solutions leader announced, today that [CRN®](#), a brand of [The Channel Company](#), has named [Sammy Kinlaw](#), vice president of worldwide channel OEM and sales, to its exclusive list of the 50 Most Influential Channel Chiefs for 2020. This annual list recognizes the elite vendor executives who lead, influence, innovate and disrupt the IT channel.

Kinlaw was named to the vice president role in February 2018. Prior to this appointment, he spent 13 years with Lenovo, most recently as vice president North America Commercial Channel and U.S. SMB Vertical where he had responsibility for all aspects of Lenovo's largest path to market. Prior to Lenovo, Kinlaw spent 12 years with IBM as a regional business unit executive in sales and distribution.

He holds a bachelor's degree in Marketing from the University of North Carolina.

"What an honor for Sammy to be named to this prestigious list of channel leaders," said Brock Saladin, Lexmark senior vice president and chief revenue officer. "Our growth in the market relies heavily on the channel and we are pleased that Sammy has been recognized as one of the best in the industry."

CRN's 2020 Channel Chiefs list honors the distinguished leaders who have most influenced the IT channel with cutting-edge strategies and partnerships. The 2020 Channel Chiefs have shown outstanding commitment, an ability to lead, and a passion for progress within the channel through their partner programs.

The 50 Most Influential Channel Chiefs were chosen by the CRN editorial staff as the individuals who stand at the very top of the already select group of Channel Chief honorees. These top executives have cultivated the greatest professional and channel achievements, and their leadership will greatly impact the future IT community, driving growth and innovation.

"The IT channel is undergoing constant evolution to meet customer demands and changing business environments," said Bob Skelley, CEO of The Channel Company. "CRN's Channel Chiefs work tirelessly, leading the industry forward through superior partner programs and strategies with a focus on helping solution providers transform and grow. Our team here at The Channel Company congratulates these outstanding individuals for their dedication to the channel."

CRN's 2020 Channel Chiefs list, including the 50 Most Influential Channel Chiefs, will be featured in the *February 2020* issue of CRN Magazine and online at <http://www.crn.com/ChannelChiefs>.

Also receiving recognition is [Greg Chavers](#), vice president, North American channel sales. Chavers will be recognized as a 2020 Channel Chief in the same CRN Magazine issue. CRN's 2020 Channel Chiefs list honors the distinguished leaders who have influenced the IT channel with cutting-edge strategies and partnerships.

Supporting Resources

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About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelcompany.com

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