Meet your coach: Terry B. Kahler

A retired professional with over 30 years of experience in the tech sector in a career spanning dozens of regional and global functions at Dell, Inc., DecisionOne, Inc. and MicroAge, Inc.

Mr. Kahler is now in his 4th year coaching students in the University of Texas MBA Labs Program. He is fluent in English, Spanish and Portuguese. He enjoys traveling, playing golf, photography, music, dining out, sports and cooking. He and his wife currently reside in Austin, Texas.

**Experience:**

**Dell Inc.**

- VP, Online Strategic Programs Office: responsible for a variety of global functions across Dell’s online properties including www.Dell.com as well as support, B2B and B2C portals.
- VP, Global Business Operations: global “Chief Operations Officer” for commercial businesses team of 4,000+ individuals in 40+ countries: led and executed operational strategy from proposal/RFP process to order delivery.
- VP and GM for Dell’s Latin American business unit
- VP and GM for Mercosur (Brazil, Argentina and Chile)
- VP in charge of Services and Sales Operations for Latin America.

**DecisionOne, Inc.**: VP of Strategic Alliances

**MicroAge, Inc.**: 12 years with this Fortune-500 reseller in Phoenix, Arizona.

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