

## Executive Biography

# Dave McQuarrie

Chief Commercial Officer, HP Inc.



Dave McQuarrie serves as the Chief Commercial officer at HP, accountable for all aspects of sales, go-to-market and revenue and margin generation on a global scale. The Commercial Organization is structured across eight geographic markets and eight global teams, spanning Global Channel, Digital Go-to-Market, Global Services & Solutions, Global End User Sales, Large Format, Sales Operations and MADO (Mergers, Acquisitions, Divestitures and Outsourcing).

Dave brings a breadth of leadership experience to the Chief Commercial Officer role from across the IT industry. He is a strong, customer-focused and data-driven leader who has built an impressive track record of results since joining HP in 2017. A native of Australia, Dave has lived and worked in six countries and brings a diverse set of global experiences to his new role. He is also a purpose-driven leader with a growth mindset and deep commitment to the HP Way, serving as the executive sponsor of the HP disAbilities Impact Network for the past two years.

Prior to his current role, Dave served as the General Manager of the Personal Systems Category, with global responsibility for profit & loss management, product management, sales management, and business planning and operations for both Consumer and Commercial product categories. Previous HP executive roles include Global Head of Customer Support and Global Head of Print Business Management.

Prior to HP, Dave spent nearly a decade at Lenovo where he held business leadership positions across Europe. He also served in sales, marketing and product leadership roles for Dell across Europe and Asia.

He and his family are based in Palo Alto.