



Greg Davidson

BUSINESS DEVELOPMENT MANAGER

PROFILE

As **Business Development Manager** for Panasonic Computer Solutions Company (PCSC), Greg Davidson supports the sales team's efforts to provide customized mobile computing solutions that meet the diverse requirements of the healthcare and retail & hospitality industries. With over 10 years' experience in identifying and pursuing new markets and opportunities as well as developing and implementing successful strategic sales and marketing plans, Greg brings dynamic business-growing expertise to his role.

Prior to joining PCSC in 2006, Greg served as Worldwide Channel Marketing Manager for Motion Computing, where he developed strategic partner relationships and managed high-visibility initiatives to increase sales of tablet PC hardware across worldwide reseller, OEM and direct sales channels, with combined sales of more than \$50M. Earlier in his career, Greg was Director of Marketing and Product Management for Digital Motorworks, an information management company providing data services to the automotive industry. During his tenure, the company grew from annual revenues of \$2M to over \$20M and from 12 to over 150 employees.

Greg holds an MBA from the University of Texas at Austin, and a BA in Economics and Sociology from Duke University.

Panasonic
ideas for life

The Healthcare and Retail & Hospitality Industries' Reliable Mobile PCs. Durable, powerful and ultra-portable.

Panasonic Toughbook® mobile PCs are among the top choice for the healthcare and retail & hospitality industries. Designed for durability from the inside out, Toughbook mobile PCs are built to withstand extreme conditions and meet every challenge.

With wireless Toughbook PCs, healthcare professionals can:

- Order X-rays, lab work, medication or physical therapy right from a patient's bedside
- Digitally monitor and communicate the condition of a patient
- Send prescriptions directly to the pharmacy
- Quickly access maps, street locations and driving directions via optional integrated GPS

With wireless Toughbook PCs, retail & hospitality professionals can:

- Digitally take and input customer orders by line-busting in their drive-thru
- Manage tables
- Manage inventory processes