

# Hachiko bolsters senior leadership team with two key appointments

Hachiko is delighted to announce two key appointments, further enhancing our expertise in creating award winning recognition, incentive and engagement programs.

Highly experienced channel veterans David Rosser and Warwick Grey have joined the growing Hachiko team in newly created Sales Management positions. The duo have been tasked to drive new business opportunities and strengthen existing relationships in both ANZ and internationally.

David Rosser, who joins us most recently from Microsoft Australia, brings to the business extensive IT channel knowledge having started his career with the vendor back in the UK in 2003. Over the past 15 years David has managed many of Microsoft's System Integrators, Licensing Solutions Partners and Distributors to design, implement and execute many successful enablement and reward programs.

At Microsoft, David earned recognition from both UK and Australian subsidiaries by landing the Gold Club UK Top Achievers award and more recently the exclusive Microsoft Platinum Club Top Attainment Award. These awards recognised David for his proven track record for results as well as helping his Partners deliver Microsoft solutions in the Channel.

Commenting on the appointment, Donna Adam, General Manager, says: "I have known David for many years and am delighted to welcome him to Hachiko. He will play a key role in working with us to continue to enhance our valuable client relationships, whilst helping to expand and nurture our growing network of programs."

David says: "Building successful incentive and reward programs is something I am passionate about and enjoy. The opportunity to join the Hachiko team to create unique and special programs that ultimately drive new business for our clients was a big attraction for me".

Warwick Grey began his IT career as a founding director of ex-publicly listed company Renaissance Corporation. Over the past 30 years Warwick has held senior sales, marketing and management roles within Renaissance Corporation, Corel Corporation, Hewlett Packard New Zealand and Australia, Microsoft, and most recently as client director with Alchemy Marketing, a digital and social marketing agency he founded in early 2018.

Warwick is widely known as a subject matter expert on the SME sector and for explaining challenging technology concepts in easy to understand presentations and has presented for a wide variety of organisations including Bank of New Zealand, The New Zealand Law Society, Telecom, The New Zealand Institute of Chartered Accountants, The New Zealand Chambers of Commerce, Rotary International, Home Biz Buzz, Business in the Community, Women in Business, SeniorNet, Employers and Manufacturers Association, MyBiz, Vodafone and many others.

In conjunction with the Auckland Chamber of Commerce, Warwick developed and hosted many Technology event series including Business Club, Enabling IT, Right Click and Transform IT with several of these being toured nationally around New Zealand.

“Warwick has established a reputation as an exceptional business adviser with a keen passion of integrating sales, marketing and technology. This knowledge is an invaluable asset for Hachiko and our clients” says Donna Adam.

Warwick says: “Hachikos’ proven excellence in programs design and execution plus my through partner digital and social marketing experience, is a sure-fire recipe for competitive advantage and winning market share. I am really looking forward to seeing this combined capability deliver business success for New Zealand clients.”

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