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EXECUTIVE BIOGRAPHY

DAN NISWONGER

Senior Vice President,
Software & Hardware
North America Cloud Infrastructure

Dan Niswonger is the Senior Vice President within Oracle's North America Cloud Infrastructure organization. He leads the Software and Engineered System sales teams to successfully deliver complex solutions to cross industry accounts. Dan and his team is responsible for over \$7B in annual revenues to Oracle.

Dan has more than 30 years of sales experience in software and technology. He has a career track record as a top performer, a coach, and a mentor. Before his current role running the NACI organization, Dan managed teams in Oracle's utilities, construction & engineering business as well as Oracle applications, including ERP-HCM-EPM.

Before joining Oracle, Dan worked for leading software companies, including IBM, CA, and Salesforce, focused on sales partnerships and customer engagement. Throughout his career, Dan has maintained a customer-centric approach to selling and has leveraged his experience, customer advocacy, and operational excellence to excel in each role.

Dan's education includes the University of Kansas, where he earned a BGS in personal Administration, the University of Michigan (Stephen M. Ross School of Business) for accelerated executive insight, and IESE Business School. He has continued his learning throughout his career with additional certifications and training.

Dan gives back to his community through volunteer work and sets an excellent example for his team by volunteering for beta products and internal projects. He encourages his team to step up and volunteer where possible.