



**Linda H. Mitchell**  
**Sales Manager – Manufacturing Sector**  
**Heartland District**  
**Microsoft Corporation**

Linda Mitchell is the Sales Manager responsible for the Microsoft business at the largest global automotive and manufacturing customers including at Ford, GM, Chrysler and Procter & Gamble as well as tier one suppliers. Prior to this role, Linda was the Global Business Manager responsible for all Microsoft business with Ford Motor Company including subsidiaries VolvoCars, LandRover/Jaguar, Mazda, etc. In this role, Linda was responsible for establishing and orchestrating a virtual team globally, developing strategic executive relationships, identifying new business opportunities, and negotiating licensing agreements.

Mitchell has ten years of IT management experience prior to her seven years of sales and account management with Microsoft. Before assuming her current position, she held the title of major account executive where she was responsible for identifying new opportunities to drive Microsoft products and service for accounts, including Procter and Gamble, The Limited, The State of Ohio and more.

Prior to her tenure at Microsoft, Mitchell was the Director of Information Services for Metatec Corporation, a CD & DVD ROM manufacturer in Dublin, Ohio. Mitchell's main emphasis was on developing a customer oriented Information Services department. She led the organizations responsible for application development, computer operation and helpdesk.

Mitchell started her IT career at Egghead Software in Issaquah, Washington, where she was the manager of the organizations information management group. In this role, Mitchell focused on managing a group of developers that delivered distributed reporting systems and workflow applications.

Mitchell graduated from Whitworth College in Spokane, Washington, where she earned her degree in business management and communications. Today, she resides in Wixom, Michigan, with her husband, Brian, and their two children.