



Paul Warburton

Fujitsu, Global Account Director and Head of Automotive

Paul Warburton is the Global Account Director for one of the largest automotive organizations in the world and Head of the Automotive sector at Fujitsu with the responsibility of leading both global account teams and the service-led strategy for the \$50B global IT organization. Under his leadership, Fujitsu has become a global trusted partner within the automotive sector. In this role, he is required to co-locate in the UK and the US in addition to traveling the globe as a truly collaborative approach to developing the business and establishing relationships. This breadth of experience coupled with the responsibility for leading a global team has given him a unique perspective on the emerging needs of technology in the different cultures, geographies and regions around the world.

Prior to this appointment, Paul was responsible for developing operations for Fujitsu's Application Delivery centre across 14 countries in Continental Europe where he successfully delivered a unified delivery organization in under a four-month timeframe.

Paul joined Fujitsu directly from Technical College as a Mobile Computer Engineer initially supporting a range of customer organizations in diverse industries. His 21 year career path with Fujitsu has evolved from these early technical roots through customer support on UNIX platforms progressing to multiple leadership roles in different areas of the business. This includes a mixture of client facing roles including a number of ITIL based Service Director roles and Operations Director for Fujitsu's UK Sales Manufacturing Business Unit.

Paul is an executive member of Fujitsu's Global Automotive Business Community, actively participates in Fujitsu's Future Leaders Training and is a two-year Advisory Board Member of the Michigan Women in Technology (MCWT) Organization.

As a leader in the Global Automotive eco-system, Paul continues to find ways to close the gap between customer, partners and competitors in order to bring the human centric approach to IT to life. In an age where users demands for information is instantaneous, organizations need to operate collaboratively and move beyond the traditional transactional levels of engagement. The emergence of in car technology has blurred the lines of definition between the auto manufacturers and their technology partners. Paul is at the forefront of this industry revolution and is playing a leading role in constructing the new eco system which sits around the Automotive Manufactures, their technology partners and their end users.