Microsoft ®

KEVIN JOHNSON

Co-President, Platforms & Services Division,

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As co-president of the Platforms & Services Division of Microsoft, Kevin Johnson shares with Jim Allchin overall responsibility for the division of the company that includes the Windows and Windows Live Group, Windows Live Platform Group, Online Business Group, Market Expansion Group, Core Operating System Division, Windows Client Marketing Group, Developer and Platform Evangelism Group, and the Server and Tools Business Group.

Before assuming his present position in September 2005, Johnson served as group vice president of Microsoft's worldwide sales, marketing and services, leading an organisation of 30,000 employees, including field sales and marketing professionals who delivered US$40 billion in revenue during fiscal 2005. Johnson also oversaw corporate operations and IT functions that support the work of Microsoft's 60,000 employees around the world.

With Bill Gates, Steve Ballmer and five other senior executives, Johnson serves on the Senior Leadership Team that sets overall strategy and direction for Microsoft.

In his tenure as head of sales, marketing and services, Johnson led a transformation in the field. He organised subsidiary leadership teams in more than 80 countries and orchestrated their efforts to better align with product development and company priorities. His re-engineering of the field operating approach and the sales compensation system contributed to an $11 billion increase in sales since 2002. Johnson also led a cross-company initiative focused on emerging markets, positioning the company as a trusted partner for future growth.

Johnson previously led Microsoft's field sales and marketing in North America and Latin America. In this role, he led a successful restructuring focused on providing vertical industry expertise to more effectively serve enterprise customers.

Johnson joined Microsoft 1992, serving in a variety of roles across sales, marketing and services. As vice president of product support services, he redefined customer support offerings, built global support infrastructure and established enterprise support capability.

Before joining Microsoft, Johnson worked in IBM's systems integration and consulting business unit from 1986 to 1992. He started his career in 1981 as a software developer in the petroleum and financial services industries.

Johnson grew up in New Mexico and holds a bachelor's degree in business administration from New Mexico State University. He is a founding member of the board of directors of NPower, a non-profit organisation whose mission is to help other non-profits use technology to expand the reach and impact of their work. He also is a member of the Western Region Board of Advisors of Catalyst, a non-profit organisation dedicated to women's career advancement.