



## **TRACEY FELLOWS**

**Managing Director**

**Microsoft Australia**

As Managing Director, Australia and New Zealand, Tracey Fellows is responsible for driving Microsoft's overall business in the region.

With a staff of more than 850, she is responsible for meeting the needs of Microsoft's customers, which include governments, businesses and consumers, as well as the 14,000 partners and independent software vendors who produce leading edge technology solutions for Australian businesses based on Microsoft's platform.

Tracey oversees Microsoft's diverse product and solutions portfolios, including the desktop and server business, consulting and product support services, Microsoft Business Solutions and the Home and Entertainment Division. Additionally, she leads Microsoft's engagement with governments, business and community organisations.

Prior to her Managing Director role, Tracey was the Director of Business and Marketing Operations for Microsoft Australia and New Zealand, overseeing all the subsidiary's corporate and product marketing functions, including Windows Client, Microsoft Office System, Windows Server System, Mobility and Microsoft Business Solutions.

Ms Fellows joined Microsoft in September 2003 as Director, Server Business Group. Prior to this, she held a variety of senior positions at Dell and IBM, including General Manager of Dell's Home and Small, Medium Business Division and General Manager of IBM's PC Division. During her 14 years in IBM Tracey worked in a range of Enterprise sales and marketing roles.

Ms Fellows emigrated to Australia from Canada during her high school years and has more than 19 years experience in the Australian IT industry. She holds a Bachelor of Economics from Monash University and a postgraduate Diploma of Banking Management from the Macquarie Graduate School of Management.

Tracey lives in Sydney with her husband Ian and 3-year-old son Jake.