

Executive biography



[Shannon Warner](#)

Director, ISV Global Partner Scale

INTEL

Adept at navigating the complexities of AI, cloud, and ISV partner ecosystems, Shannon is a seasoned sales and GTM leader recognized for driving substantial revenue growth and establishing strategic partnerships across the tech industry. With a track record of success at Intel, Microsoft, and TD SYNnex, she is known for her strategic vision in building and managing high-performing teams, executing go-to-market strategies, and delivering results that resonate within the partner community.

As a result of her impact, Shannon was honored with CRN's Women of the Channel award in 2021, 2022, and 2025. Her leadership extends beyond business objectives to actively championing diversity, equity, and inclusion within her company and the industry, mentoring emerging talent, and fostering a culture of innovation and inclusivity.