



Jim Lathrop · 3rd

Sales Director at Microsoft

Tampa, Florida, United States · [Contact info](#)

500+ connections

[Message](#)

[More](#)

Microsoft

University of South Florida

Experience



Sales Director

Microsoft · Full-time
Apr 2020 – Present · 1 yr 2 mos
Florida, United States



Apple

6 yrs 8 mos

U.S. Industry Director - Retail, Restaurant, Hospitality

Jul 2016 – Apr 2020 · 3 yrs 10 mos

U.S. Enterprise Regional Manager

Sep 2013 – Apr 2020 · 6 yrs 8 mos
East



Microsoft

19 yrs

Director - Partner Technology Advisor

Sep 2012 – Aug 2013 · 1 yr
Tampa/St. Petersburg, Florida Area

Support Practice Manager

Jul 2010 – Sep 2012 · 2 yrs 3 mos

To Be added.

[Show 4 more roles](#) ▾

Education



University of South Florida



University of South Florida - College of Business Administration

Bachelor's degree, Management Information Systems

Enterprise Software · 66



Endorsed by [Kevin Cook](#) and 13 others who are highly skilled at this



Endorsed by 52 of Jim's colleagues at Microsoft

Solution Selling · 47



Endorsed by [Kevin Cook](#) and 5 others who are highly skilled at this



Endorsed by 34 of Jim's colleagues at Microsoft

Cloud Computing · 45



Endorsed by [Ryan Berry](#) and 7 others who are highly skilled at this



Endorsed by 34 of Jim's colleagues at Microsoft

[Show more](#) ▾

Interests



Microsoft
14,157,452 followers



Microsoft - Current and Former Employee
69,608 members



Salesforce
2,771,623 followers



Infosys
3,976,217 followers



Oracle
6,696,394 followers



Microsoft Alumni & Employees
17,036 members

[See all](#)