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## EXECUTIVE BIOGRAPHY

### **DAN NISWONGER**

Senior Vice President,  
North America Cloud Infrastructure  
Financial Services Industry

Dan Niswonger is the Senior Vice President for Oracle's North America Cloud Infrastructure (NACI) organization. He leads the technology Software and Engineered System sales teams to successfully deliver complex solutions to the industry's most prominent strategic enterprise accounts.

Dan has more than 30 years of sales experience in software and technology. He has a career track record as a top performer, a coach, and a mentor. Before his current role running the NACI organization, Dan managed teams in Oracle's utilities, construction & engineering business as well as Oracle applications, including ERP-HCM-EPM.

Before joining Oracle, Dan worked for leading software companies, including IBM, CA, and Salesforce, focused on sales partnerships and customer engagement. Throughout his career, Dan has maintained a customer-centric approach to selling and has leveraged his experience, customer advocacy, and operational excellence to excel in each role.

Dan's education includes the University of Kansas, where he earned a BGS in personal Administration, the University of Michigan (Stephen M. Ross School of Business) and IESE Business School – Barcelona for Accelerated Executive Insight (AEI). He has continued his learning throughout his career with additional certifications and training.

Dan gives back to his community through volunteer work and encourages his teams to participate in volunteer activities as well. Dan sets an excellent example for his team by participating in beta programs and internal projects.