



William Oduol appointed regional CEO of Gorilla Corporation

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William Oduol. Gorilla Corporation named him as its regional president for Middle East and Africa. File | Nation Media Group

Former Westcon-Comstor Africa CEO William Oduol has been appointed as the regional president of multinational technology and marketing firm Gorilla Corporation to lead its expansion into the Middle East and Africa (MEA) market.

The company, in a statement issued on Wednesdays, said Mr Oduol, as a technocrat with vast experience, will strengthen the company's multi-country plan at a time when business is increasingly becoming virtual.

“Mr Oduol is an experienced technology leader and brings more than 25 years of industry expertise to this role. He has held senior leadership roles driving partner and distribution excellence, with many of the world's most recognised brands, Westcon-Comstor, Microsoft, Safaricom among others,” the company said.

Gorilla Corporation President and CEO Carlo Tortora Brayda said that a new regional headquarter has been opened in Cape Town, South Africa with a local office in Nairobi, Kenya, to meet the demand of rapid growth.

“This expansion is in line with our strategy of expanding into the emerging markets that are expected to yield significant cost and revenue synergies.

In Mr Oduol, we have the right leader with the political capital, cultural experience and channel sales expertise in the region to drive our expansion and closely support our clients,” he said.

Mr Brayda said the company is spreading its wings in America, Europe, Middle East and Africa due to the increase in customer base. He said Mr Oduol has the requisite qualification to lead the charge in the MEA due to his professional background.

“The expansion acknowledges Gorilla’s resilience and the potential of the Middle East and Africa. In Africa alone, McKinseys predicts \$5.6 trillion dollars in business opportunities by the year 2025. Gorilla Corporation is bracing to meet the demands for technology growth in this lucrative and complex region. This move demonstrates that our capabilities are in high demand by technology vendors despite the pandemic.”

Mr Oduol on his part praised the inroads of the company saying it is yielding fruits by establishing clientele base amongst the technology vendors.

“This is an important move for Gorilla Corporation which has established a global reputation in IT channel marketing and sales for top technology vendors in the fields of the hyper-converged data centre, cloud, and cybersecurity,” he said.

Gorilla Corporation is a leading provider of vendor partner marketing services and technologies for the IT channel. The company, whose headquarters are in San Francisco, USA, enables next generation partnering and helps technology vendors to measure, grow, enable, and manage their partner channel.

Mr Oduol first contested for the Siaya gubernatorial seat in 2013 and lost to Governor Cornell Rasanga. He moved to the High Court and won the petition forcing a by-election in October 2013, which was again won by Mr Rasanga.