

DRIVING CHANNEL-LED GROWTH RAMI PALIA AT THE HELM OF GLORY INFOCOM'S SALES STRATEGY



Ms. Rami Palia, Director – Sales at Glory Infocom Pvt. Ltd., is a dynamic sales and business development leader known for driving channel-focused growth in India's evolving IT distribution ecosystem. With a strong understanding of partner networks, OEM collaboration, and market demand, she plays a central role in shaping the company's strategic sales direction.

At Glory Infocom, Ms. Palia leads sales planning, partner relationship development, and demand-generation initiatives across multiple technology categories. Her leadership ensures that the company's sales strategy remains aligned with both OEM expectations and channel partner needs, enabling sustainable growth across regions and vertical markets.

She is recognized for building meaningful partnerships with global OEMs and solution providers, strengthening Glory Infocom's technology portfolio and market competitiveness. Through these collaborations, the company continues to deliver reliable IT infrastructure solutions that empower partners to design, deploy, and support modern enterprise environments.

Ms. Palia has also represented Glory Infocom at key industry platforms, including Visual Power Connect 2025, where she highlighted the organization's commitment to innovation, collaboration, and partner-driven growth. Her vision reflects a clear focus on enabling businesses and educational institutions with next-generation interactive, networking, and power management technologies.

Glory Infocom Pvt. Ltd.

Glory Infocom Pvt. Ltd. is a leading value-added distributor of advanced IT products and solutions in India. Headquartered in New Delhi, the company combines over 75 years of collective industry expertise with a strong commitment to innovation, quality, and partner success.

By collaborating with globally recognized OEMs, Glory Infocom brings reliable, future-ready technologies to Indian businesses and channel partners. Its portfolio spans networking infrastructure, wireless solutions, information security, data-centre technologies, structured cabling, interactive solutions, and power conditioning systems.

At the heart of Glory Infocom's philosophy is channel empowerment. The organization actively invests in partner enablement programs, engagement initiatives, and long-term relationship building — ensuring that partners remain competitive in a rapidly transforming digital landscape.

Driven by collaboration, innovation, and a commitment to excellence, Glory Infocom continues to strengthen its position as one of India's fastest-growing IT value-added distributors, enabling partners and customers to grow confidently in a technology-led future.



Glory Infocom

MS. RAMI PALIA
Director – Sales, Glory
Infocom Pvt. Ltd.