

# Immanuel Lewis

Houston, Texas, United States • 404.786.6450 • mannyjlewis@gmail.com • in/manny-lewis

## Strategic Enterprise Solutions Leader

### Technical Product Sales | Cloud Infrastructure Strategy | Partner & Channel Management

Experienced Global Account Representative with 16 years of experience in the telecommunications & technology industry, specifically with AT&T and Amazon Web Services. Proven track record of managing and growing global accounts, driving revenue, and building strong customer relationships

## Skills

Enterprise & Public Sector Sales Strategy | Solution Selling | Cloud Infrastructure | Pricing & Contract Strategy | Product Strategy | Territory & Revenue Operations Management | Accessibility & Inclusive Design | Technical Architecture & Solution Design | Channel & Partner Ecosystem Management

## Experience

**HP INC**, Houston, TX

### Field Sales Manager - SLED (State, Local, And Education), August 2024 - October 2025

Managed HP Poly sales strategy across Texas, Louisiana, and Mississippi, driving growth in the State, Local, and Education verticals

- Delivered HP presence at 11+ customer expos and industry events, including Spring Campus Product Sessions.
- Created and deployed a team-wide forecasting dashboard identifying revenue trends months ahead of corporate reporting systems.
- Collaborated cross-functionally to align field efforts with HPs SLED strategy, ensuring visibility into pipeline growth and partner activity.

**AMAZON WEB SERVICES**, Houston, Texas

### Global Account Representative (Media & Entertainment), May 2022 - June 2024

Global seller on multi-functional team that supports a \$250M a year customer.

- Implemented AWS cloud services to help customer reduce up-front capital infrastructure expenses, resulting in a cost reduction of 30% and increased scalability.
- Facilitated collaboration between customer's cloud infrastructure team and external vendors, resulting in an increase in project completion rate.
- Collaborated with cross-functional teams to analyze customer data, identify key insights, and implement strategies using AI/ML architecture.

### Account Manager (Telecommunications), March 2020 - May 2021

Managed 7 key accounts including AT&T and Frontier, ensuring high levels of customer satisfaction within the telecommunications industry.

- Increased Revenue across module totaled \$78M ARR.
- Collaborated with cross-functional teams to ensure the seamless integration of AWS technologies with client systems.
- Actively participated in telco industry conferences and workshops as an AWS representative, and enhancing brand visibility.

### Inside Sales Representative, September 2020 - March 2021

Drove 20% revenue growth by strategically selling cloud computing products and services to both new and existing clients, progressively improving customer retention rates.

- Leveraged Salesforce CRM to manage client interactions and track sales progress effectively.
- Achieved top 5% in sales performance out of a team of 50 representatives by consistently surpassing monthly quotas through strategic lead generation and personalized customer engagement.

**AT&T, Houston, TX - Atlanta, GA**

**Senior Client Solution Executive, August 2008 - July 2020**

Advanced through progressive sales and leadership roles over 12 years. Oversaw public sector, enterprise, and Fortune 50 customers.

- Directed a 15-member cross-functional team delivering enterprise network and collaboration solutions to a Fortune 50 client with \$150M in annual revenue.
- Managed a \$47M sales module in Alaska, introducing compliance frameworks and operational process improvements across business units.
- Increased government and education module revenue from \$26M to \$33M annually by strengthening relationships with 15+ public sector agencies.
- Led business development, solution design, and contract negotiation for complex public sector projects across multiple states.

**Education**

**Bachelor of Business Entertainment Business**

**Full Sail University, Orlando, FL**

Minor in

**December 2008**

**Philanthropy**

SMART from the Start, Washington DC

East End Farmers Market, Washington DC

Amazon HQ2, Washington DC

Neighbors of Gresham Park, Atlanta GA

Joint Base Elmendorf - Richardson, Anchorage AK

Human Rights Commissioner, Alaska