

Manny Lewis

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SUMMARY

Seasoned, customer-focused seller with 15+ years of experience driving growth across telecommunications, cloud, and hybrid collaboration sectors. Known for cultivating long-term customer relationships, translating complex technology into business outcomes, and leading cross-functional teams across regulated industries. Excited to continue growing within HP and take on new opportunities that expand innovation, leadership, and impact across State, Local, and Education markets.

EXPERIENCE

HP-Poly Field Sales – SLED (State, Local, and Education) | HP Inc | Houston | July 2024 - July 2025

- Manage 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.
- Developed and distributed monthly partner communications engaging 200–300 contacts across 20–30 organizations to share HP programs, promotions, and event opportunities.
- Collaborated cross-functionally to align field efforts with HP’s SLED strategy, ensuring visibility into pipeline growth and partner activity.

Global Account Representative (Media & Entertainment) | Amazon Web Services | Houston, Texas | March 2021 - July 2024

- Progressed from Inside Sales Representative to Global Account Manager within four years, supporting large enterprise and global media customers.
- Supported a \$250M global media and entertainment client, driving transformation through secure cloud infrastructure, AI/ML, and SaaS adoption.
- Managed seven key telecom accounts (including AT&T and Frontier) representing \$78M ARR, ensuring compliance and seamless integration of AWS technologies.
- Consistently ranked in the top 5% of sales performance by exceeding monthly revenue and activity metrics.
- Partnered with cross-functional teams to deliver tailored cloud, data, and migration strategies that improved efficiency and reduced customer costs by up to 30%.

Client Solution Executive | AT&T | Houston, TX - Atlanta, GA | June 2008 - July 2020

- Advanced through progressive sales and leadership roles over 12 years, overseeing 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 | Full Sail University | Minor in Entertainment Business

Orlando, FL | 2008

SKILLS

Enterprise & Public Sector Sales Strategy | Solution Selling | Cloud & Hybrid Collaboration | Partner & Channel Development | Public Sector Procurement (SLED/FED) | Cross-Functional Leadership | CRM Optimization | Pricing & Contract Strategy | B2B & B2G Sales Execution

PROJECT

HP Accolades

- Frazer Couzens – GTM Video Collaboration Lead – “Deeply customer-focused and creative, Manny explores issues others avoid and uses resonant storytelling to tie solutions to what customers care about most.”
- James Rank TC – “Manny engages effortlessly, listening intently and asking thoughtful questions that put people at ease while demonstrating exceptional competence and calm confidence.”
- Laetitia Beyegue – Product Manager– “Manny was instrumental in educating PMs and non-PMs on how sales champions our products, blending storytelling and strategy to show how our tech drives better outcomes, and providing thoughtful field insights that help build customer-centric products and roadmaps.”
- Katherine Bell – SLED Senior Account Manager – “You’ve been an incredible team member; your knowledge around AI and data analytics has been invaluable, and you always go above and beyond.”
- Jay Culver – Account Manager, HP-Poly SLED East – “I appreciated your technical expertise with HP tools and your mastery of Excel and data aggregation. Your POS reports were incredibly helpful, and you consistently proved yourself to be a great team player.”
- Yesenia Ye – PC Design Product Manager – “Manny is highly motivated and naturally skilled at building relationships, connecting instantly with students, clients, and colleagues to foster collaboration and break down silos.”