

Immanuel Lewis

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Strategic Enterprise Solutions Leader

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

Experienced Global Account Representative with 16 years of experience in the telecommunication & 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

August 2024 - October 2025

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, Washington DC, Houston TX

September 2020 - June 2024

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 2022

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, Atlanta, Baltimore, Anchorage, Houston

August 2008 - July 2020

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

December 2008