

Chelsea Tambis

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[LinkedIn Profile](#)

Account Manager**SaaS Solutions | Cloud & Infrastructure | Enterprise Sales | Strategic Partnerships**

Sales professional with over ten years of success in account management, channel development, and solution-based selling within cloud services, telecommunications, and infrastructure environments. Proven track record driving recurring revenue growth by aligning customer goals with enterprise offerings, including data center services, structured cabling, cloud migration, and connectivity solutions. Adept at engaging hyperscalers, co-location providers, and enterprise clients through C-level relationship management and consultative selling. Skilled in sales forecasting, project approvals, and cross-functional collaboration to meet aggressive revenue and sustainability targets. Experience working with complex partner ecosystems and forecasting customer needs in hybrid environments.

Professional Experience**Cogent Communications – Addison, TX****National Account Manager**

February 2025 – Present

- Manage strategic relationships with enterprise clients to provide infrastructure, connectivity, and data center solutions aligned with operational and sustainability goals.
- Conduct sales forecasting and pipeline reporting for executive teams.
- Lead consultative solution development and present business cases to C-level decision-makers for investment approvals.
- Align solutions with client needs in energy-efficient connectivity, infrastructure, and data center expansion.
- Develop high-value sales opportunities and manage complex contract negotiations.

NEC Corporation – Irving, TX**Channel Manager (National)**

October 2023 – October 2024

- Designed customized cloud migration strategies for top-producing partners, driving monthly recurring revenue growth.
- Streamlined partner onboarding and enhanced retention by 10%.
- Led sales planning aligned with partner business models and decarbonization trends.

Channel Manager (South & Southeast)

February 2023 – October 2023

- Increased revenue through regional business plans and partner development.
- Leveraged cross-functional resources to deliver tailored infrastructure solutions.

Channel Manager (Central)

October 2021 – February 2023

- Expanded territory by 200%, adding 100+ partners (MSPs, VARs, SIs).
- Increased revenue 25% through strategic onboarding and partner engagement.
- Enhanced outreach strategy using business technologies, boosting engagement and conversions.

Account Manager (National)

March 2020 – October 2021

- Led a \$400K+ increase in MRR via 5 key SIs across SLED, healthcare, and financial verticals.
- Launched cloud initiatives with 30% ROI and conducted executive roundtables to drive innovation.
- Collaborated with sales teams to deliver scalable, sustainable tech solutions.

SpectrumVoIP – Plano, TX

Channel Manager

April 2019 – February 2020

- Managed national TSD projects, technical support, and partner training.
- Built strategic partnerships that contributed to customer base growth and revenue targets.

Account Executive

June 2018 – April 2019

- Exceeded quotas by executing full sales cycle and performing billing analysis.
- Implemented best practices in business development for pipeline expansion.

Murray Media Group – Flower Mound, TX

Frisco Territory Manager

January 2018 – June 2018

- Managed advertising campaigns and social media for local business clients.
- Increased brand visibility and delivered client presentations to drive engagement.

Star Local Media – Plano, TX

Multimedia Consultant

March 2017 – January 2018

- Developed marketing solutions and maintained client relationships.
- Coordinated city event partnerships and met monthly sales goals.

Star Medical Specialties – Addison, TX

Territory Manager

December 2015 – January 2017

- Built relationships across hospitals and clinics, managing presentations and referrals.
- Delivered financial reports and executed marketing campaigns for healthcare solutions.

Skills & Tools

Data Center Sales & Infrastructure | Structured Cabling (Copper & Fiber) | Cloud & Colocation Services

Channel Partner Management | Hyperscalers & Enterprise Clients | Consultative & Solution Selling

Strategic Territory Planning | CRM (Salesforce, HubSpot, ZOHO, Brainworks) | C-Level Presentations

Sales Forecasting | Pipeline Reporting | ESG & Decarbonization Awareness | B2B Technical Sales