

Contact

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(LinkedIn)

Top Skills

Channel Sales

Cloud Storage

Cloud Security

Certifications

VCP

AWS Partner: Accreditation
(Technical)

Snowflake Sales Professional
Accreditation

Snowflake Technical Sales
Professional Accreditation

VMSP

Honors-Awards

Americas Channel MVP 2017

President's Club

Individual Champion

South Central Commercial Team
Kasten Pitch Video Winner

AWSome Award

Greg Jankoski

Open to Partner Sales opportunities in North America | ex AWS
Canton, Georgia, United States

Summary

Personable, accomplished and dedicated Partner/Alliance Manager with a decade of experience in a fast-paced, ever-changing cloud-based software sales environment. Established record of building and maintaining client and partner relationships to maximize sales volume. Adept at nurturing the sales cycle from qualifying prospective customers to closing high-figure deals. Passionate about enhancing and simplifying the sales cycle for all parties involved with modern selling and marketing techniques.

Experience

Boolean Data Systems

Partner Sales Manager, East

August 2025 - February 2026 (7 months)

Amazon Web Services (AWS)

Sr. Partner Development Manager

May 2022 - June 2024 (2 years 2 months)

Remote

- Managed global partnerships with high-profile enterprise-level corporations, including Comcast, AMD, and Nasuni.

- Won the AWSome Award (2024) due to taking on the responsibilities of an absent teammate, including attending their partner's SKO and participating in an onstage panel discussion on AWS partner programs and strategies.

- Enabled Comcast to go live with their 1st listing on the AWS Marketplace by introducing an innovative DataBee solution.

- Exponentially increased customer outreach and internal AWS outreach to partners by co-authoring 2 of 3 published APN blog posts.

Flexera

Global Alliance Manager

September 2021 - May 2022 (9 months)

Remote

- Met 68% of \$1.6M target in only 9 months by improving outreach to AWS and Azure sellers and identifying key stakeholders within strategic verticals to align with Flexera sales, creating additional business growth opportunities.
- Successfully published 2 new marketplace offerings with AWS and 4 with Azure by collaborating with AWS and Azure Partner and Technical teams to list and market new Flexera offerings on AWS and Azure marketplaces.

Veeam Software

6 years 10 months

Commercial Account Executive

April 2018 - September 2021 (3 years 6 months)

Alpharetta, GA

- Consistently surpassed annual quotas by expanding existing partnerships and identifying/pursuing new partnership opportunities within the Veeam partner community to grow a book of business.
- Achieved 2nd (2020) and 3rd (2019) out of all North American Commercial Inside Sales Representatives due to acquiring deals with large-scale accounts, including Brinks (\$250K), Kubota (\$380K), and AT&T (\$810K).
- Won a sales pitch contest (2021) by leveraging videography and editing skills to create an engaging sales and marketing video ([youtube.com/watch?v=kzAm1nR8HrU](https://www.youtube.com/watch?v=kzAm1nR8HrU)).

National Partner Manager

February 2017 - April 2018 (1 year 3 months)

Alpharetta, GA

- Achieved "Americas Channel MVP" and the "President's Club Award" in 2017 as the only corporate reseller team to surpass the set quota of \$4.1M with a total of 110%.
- Selected to perform as Veeam's ambassador to strategic corporate resellers and the face of Veeam to their Sales teams and C-level staff.

SMB Sales Representative

February 2016 - February 2017 (1 year 1 month)

Alpharetta, GA

- Recognized as the highest grossing SMB Representative in North America with 135% of \$1.1M goal (Q2 and Q3, 2016) and named as the "Individual Champion of SMB Sales".
- Promoted to Senior Inside Sales Associate within 8 months of employment due to exceeding KPIs week after week while showcasing a natural sales acumen and exceptional interpersonal skills.

Senior Inside Sales Associate
December 2014 - February 2016 (1 year 3 months)
Alpharetta, Georgia

Education

Georgia State University
Bachelor of Arts (B.A.), Speech · (2010 - 2014)

University of North Georgia
Associate's degree, General Studies