

GREG JANKOSKI

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SENIOR SALES EXECUTIVE

Highly accomplished and passionate Sales Executive with a significant history of spearheading digital marketing and advertising campaigns to maximize sales volume and close large-scale deals. Cross-functional leader with a goal-oriented approach to driving full cycle sales and project development. Exceptional interpersonal skills with proficiencies in cultivating long-lasting customer and partner relationships, delivering engaging demonstrations, and conveying key concepts in an easy-to-understand manner.

AREAS OF EXPERTISE

New Business Development | Account Management | Channel Sales Development | Pipeline Management | Event Planning | Cloud Applications, Computing, Security, & Storage | Social Media | AI & Machine Learning

PROFESSIONAL EXPERIENCE

Boolean Data Systems – Hybrid Partner Sales Manager, East

2025 – 2026

Lead market penetration and outreach on North American east coast while forging relationships with Snowflake leadership and account executives in the acquisitions and expansion sales space to uncover new deal opportunities for Boolean and established working relationships with key stakeholders within Snowflake. Built robust sales pipeline through established relationships with Snowflake personnel. Lead sales cycles from deal discovery, qualification, scoping of projects, overseeing drafting and signing of project proposals, MSA's, SOW's, and through to close of business while maintaining customer and partner relationships and satisfaction.

Key Accomplishments:

- Achieved Premier Services Partner status within the Snowflake Partner Network by driving over \$350k in 2025 in co-sell with Snowflake sales teams, garnering 10 publishable customer references and driving multiple closed-won deal registrations with Snowflake.
- Facilitated marketplace offering on Snowflake Marketplace; 3 published offerings as of January 2026.
- Hosted multiple events in Atlanta and New York including NFL and NBA game outings, dinners, and happy hours to further partner/customer relationships across the east coast.
- Attended Snowflake Sales Kickoff and multiple Snowflake Summits across the country.

Amazon Web Services (AWS) – Remote Global Partner Development Manager

2022 – 2024

Boosted sales revenue and overall footprint on a global scale for high-profile enterprise-level partners, including Comcast, AMD, and Nasuni, by evangelizing value both internally and externally, building a consistent pipeline, registering potential opportunities, and conducting business reviews with partners to assess progress against objectives/KPIs. Drove enablement, practice development, go-to-market strategies, and marketing initiatives by closely collaborating with cross-functional teams on creating and implementing key business plans. Performed as the Owner of Partner Operations by establishing the administration and governance within partners and tracking revenue reports and opportunity registration in the APN.

Key Accomplishments:

- Enabled Comcast to go live with their 1st listing on the AWS Marketplace by introducing a DataBee solution.
- Exponentially increased customer outreach and internal AWS outreach to partners by co-authoring 2 of 3 published APN blog posts.
- Won the AWSome Award (2024) for 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.

Flexera – Remote Global Alliance Manager

2020 – 2021

Generated business growth and quota attainment for AWS and Microsoft Azure, fostering involvement in partner-led programs such as ISV Accelerate, WMP, and MAP, by independently overseeing AWS/Azure marketplace activity, creating go-to-market strategies with Professional Services teams, and forecasting/closing pipeline. Established strong sales relationships with AWS and Azure on a global scale by maintaining consistent lines of communication.

Identified co-selling opportunities with both new and existing customers by closely collaborating with and engaging Flexera, AWS, and Azure sales teams.

Key Accomplishments:

- Met 68% of \$1.6M target in 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.
- 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 – Alpharetta, GA

2014 – 2020

Commercial Account Executive (2018 – 2020)

Generated new sales and closed new business by managing a robust sales pipeline, updating CRM, and identifying co-/cross-selling opportunities while strategically prospecting, coordinating, and aligning partners with Veeam. Cultivated relationships with key business decision makers, including with C-level executives, by initiating contact, upholding regular communications, and accurately meeting needs.

Key Accomplishments:

- 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).

National Partner Manager (2017 – 2018)

Obtained new business as the Lead Ambassador for all Sales and Marketing operations by directly managing 2 corporate resellers, actively maximizing national coverage, penetrating corporate resellers with a Veeam solution portfolio, and assisting regional teams on all deals/account mapping related to corporate resellers. Fostered brand presence by traveling to corporate reseller offices across North America, hosting sales training events to enable corporate reseller sales teams to generate customer interest in Veeam, and coordinating sponsored events.

Key Accomplishments:

- 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%.
- Veeam’s ambassador to top corporate resellers representing Veeam to their Sales teams and C-level staff.

SMB Sales Representative & Inside Sales Associate (2014 – 2017)

Key Accomplishments:

- 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.

EDUCATION

BA – Speech, concentration in Political Campaign Communication, minor in Film & Video

Georgia State University – Atlanta, GA

CERTIFICATION

Snowflake Sales Professional Accreditation, Hybrid	2025
Snowflake Technical Sales Professional Accreditation, Hybrid	2025
AWS Partner: Accreditation (Technical), Amazon Web Services, Remote	2022
Cloud Economics Accreditation, Amazon Web Services, Remote	2022
AWS Partner: Accreditation (Business), Amazon Web Services, Remote	2022
AWS Partner: APN Technology Partners Co-Selling with AWS (Business), Amazon Web Services, Remote	2021
VCP, VMware, Remote	2016
VMSP, Veeam Software, Alpharetta, GA	2016