

Recommendations on LinkedIn



Jeremy Shearer

[Principal Partner Solutions Architect, Oracle at Amazon Web Services \(AWS\)](#)[Principal Partner Solutions](#)

Working with Sunil, I observed a man with a passion to deliver big things in a short time. Unlike many who simply have the passion, Sunil actually delivers. He does this by bringing out the best in his team and creating an atmosphere where the team can thrive.

I look forward to working with Sunil on future projects and wish him the best. Working with Sunil, I observed a man with a passion to deliver big things in a short time. Unlike many who simply have the passion, Sunil actually delivers. He does this by bringing out the best in his team and creating an atmosphere where the team can thrive. I look forward to working with Sunil on future projects and wish him the best.



Jim Gregory

[VAR/Systems Integrator for Broadband Providers & Service Providers](#)[VAR/Systems Integrator for](#)
[Broadband Providers & Service Providers](#)

Sunil is a person of impeccable integrity who applies to capabilities of his company to meet the needs of his clients. First and foremost, he does business in a manner that's a win works for his clients. The focus on his client's success is what leads to Sunil's success.



Daniel Black

[Director Of Information Technology at PenTex Energy](#)

I have been in IT since 1995, and I have worked as an IT leader for over 15 years. With this experience, I can confidently say that Sunil Samuel is an incredible account manager. He consistently exceeds expectations

with his attention to detail, honesty and accessibility. He is articulate in communication and fair in his contractual dealings.

I have now worked with Sunil on three different managed services engagements, and I have always been confident that I was doing right by my company because Sunil is a man of integrity. I have trusted him multiple times to work with me to provide support solutions for my business, and I have no regrets. I look forward to my next opportunity to work with Sunil.



[Robert Klener](#)

[Major Account Manager at GDT, IT Integrator](#)

I have worked with Sunil on numerous Managed Services opportunities. He is extremely knowledgeable about Managed Services and how it helps customers solve their business problems. Sunil is customer focused and always responds in timely manner. It has been a pleasure working with Sunil. I have worked with Sunil on numerous Managed Services opportunities. He is extremely knowledgeable about Managed Services and how it helps customers solve their business problems. Sunil is customer focused and always responds in timely manner. It has been a pleasure working with Sunil.

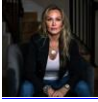


[Brad Davenport](#)

[VP Technical Architecture |CTO| Cybersecurity Practices](#)

I have had the pleasure of knowing Sunil at first professionally and later; personally, for the last 12+ years. Sunil and I were both relatively young professionals at NEC Corporation in what we would probably all refer to as "The NEC Heyday". Sunil is one of the very few folks I've known and stayed close with over the last decade plus and it owes to the ability he has to achieve despite circumstances. Sunil constantly evolves and retools his own skills to adapt. Making the leap from a technical engineer into Business Development successfully is 100% due to his discipline and his aptitude for doing the right thing. I've known Sunil to have a clinical sense of obligation and spirit of commitment to his client and the business outcomes they're after. He takes it very personally and will not take a journey with a partner or client that he doesn't personally feel will be additive to their cause. Sunil embraces the definition of "Discipline" I learned in the Marine Corps. Simply put "Do the right things even when no one is watching you." In the world we operate in today we don't have the time or attention span to micromanage and we must have implicit faith in those

we work with and lead; to make logical, ethical and many times MORAL decisions for us and our clients. Sunil is the type of partner and representative I would choose if I was evaluating a business partner and certainly as a potential associate for my organization



[.Wendy Crutchfield](#)

[Living an Epic Life](#)

I've worked with Sunil for 3yrs selling managed IT services and he continues to be my go-to partner when engaging in new opportunities. His experience, professionalism and technical prowess, combined with incredible passion and dedication in all that he does, makes him shine both in front of our clients and our leadership team. Sunil has an incredible work ethic and is someone I also call my friend making him a huge asset to any organization.



[.Eric Keefer.Eric Keefer](#)

[Business outcomes through technology solutions](#)

Sunil has always performed at a high level and provided excellent insight into drivers and trends for Managed Services. He has also been very responsive and creative when driving new business and has focused on delivering maximum profitability while delivering an economical solution for the end-customer.



[Monty West](#)

[People & Culture executive delivering high-impact solutions & strategies](#)

Sunil is an extremely capable, knowledgeable, and results-oriented salesperson. He has broad experience from several industries that helps him develop innovative solutions for customers. He is also a very hard-working, conscientious, and dedicated employee.



David Walkinshaw

Account Manager | Oil & Gas | Data Centers | Gas Compression & Power Generation Packager Account Manager

Sunil is one of the most generous, dynamic, and results-oriented sales leaders I have ever had the fortune to work with. He is a true professional and effective / passionate business leader. Sunil is a proven IT expert, specifically for cloud implementation, managed services, and ROI. Thank you, Sunil, for all your encouragement and insight throughout my career.



Mohammed Ibrahim

IT Executive | Managed Services | Cloud Services | Service Delivery | IT Consulting | Cyber Security IT Consulting

Sunil has very good business acumen and understands the needs of the customers and genuinely tries to solve their problem. Sunil is strategic in any initiative he takes and understands the big picture and is quite determined to achieve it. I have seen this time and again in operation roles, sales and business development. Sunil is always there when you need him be it as a colleague, customer or a friend.



Vinod Muthuswamy Chief Executive Officer @ Resolve Tech Solutions | Company Operations, AI&ML Services,

Sunil is a talented and dedicated leader on the product/Program management team at NEC America's Remote Managed Services Business Unit. He has a deep skill set of quality product/program management techniques that not only drive his business success, but that the rest of the team could draw from and apply to their own products and services. Sunil is energetic and applies this energy to driving projects forward rapidly - but with a base of solid analysis and strategy to help ensure their success. He is a strategic thinker, organized and effective. Sunil rapidly established relations with the key industry analysts and added significant value to NEC's sales & marketing teams in US through his strategic industry analysis.

Sunil is skilled and persistent negotiator, holding responsibility for the contracts with a few leading fortune 500 companies. I highly recommend him for any leadership roles without any reservations.



Tom Abraham

[Enterprise Account Manager \(Mid Atlantic\) Juniper/HPE Enterprise Account Manager \(Mid Atlantic\)](#)

Sunil Samuel worked with me at NEC for almost a year and displayed a substantial work ethic and desire to succeed. He has completed all necessary course work regarding his MBA, and I would highly recommend him as an asset to any organization in a leadership role.



Jennifer Day

[Rockport-Fulton Citizen of the Year 2018-2019](#)

Sunil Samuel is a strong asset to any team he is a part of because of his strong focus of energy and determination. He possesses skills that drive action to resolution. Several years ago, I recommended he take my supervisory position when I took another role. I regard our professional relationship very highly and do not hesitate to recommend him.



Sailesh Mishra

[AI Angel Investor | AI Strategy](#)

Sunil is a brilliant thinker, planner and knows the art of precise execution - no matter how hard the problem on hand is. I had the pleasure of working with him on multiple roles and projects. His soft-spoken nature manages to win over clients, and his delivery skills have always resulted in higher customer satisfaction. He is analytical in his approach, understands challenges/ views from multiple people and is fully capable of managing diverse teams. I'd look forward to working with him again in future.



Ken Ohlson

Public and Private Organizations

Sunil understands in great depth the value that IT Managed Services can impart on organizations that historically have tried to manage every aspect of their compute environment themselves. He is very adept at articulating the flexibility and productivity gained when firms maintain focus on their core business and allow their IT business partner to share the responsibility for network, systems, and application support. Sunil's technical skill is equally matched by his professionalism and his commitment to ethical business practices.



Alex Hernandez

ITOM/ITAM Practice Leader for Americas - ITIL Master, MBA, ACC ICF Certified Coach

I have worked with Sunil as his professor at the University of Dallas in the Graduate MBA program. Sunil is a strong thought leader and presents his ideas and concepts extremely well. He has a strong attention to detail in all the work he produces. I would recommend him for management opportunities within the technology field.



Randy Duncan

Sr. Director at Nokia Enterprise Mountain West Territory Addressing Mission Critical Networks,

I have observed Sunil transform himself from a operations focused individual to a solution provider sales leader. He can understand the customers' business, vertically, and apply this skillset to achieve a solution that provides business value to the customer's business and achieve the desired financial impact. I highly recommend Sunil for his ability to grasp solutions and communicate their value.



Giancarlo Benvenuto

Information Technology Manager

Sunil is highly knowledgeable in several IT products and services. He understands how to fit the right technology into an environment and won't recommend something you don't need. He is very ethical and trustworthy to work with. Sunil is highly knowledgeable in several IT products and services. He understands how to fit the right technology into an environment and won't recommend something you don't need. He is very ethical and trustworthy to work with.



Mark Denlinger

Senior Business Development Executive - Services at ePlus Technology

I worked with Sunil for about 3 years at NEC, mutually supporting managed services customers. Sunil was always very professional, detail oriented, efficient and focused on high customer satisfaction. He was always a strong asset to the team.



Antonio Montez

Sr. Information Technology Leader

I have known Sunil for several years and have come to trust him completely. I know he will make sure that whatever solution he provides will perform and satisfy our highest expectations. Sunil is highly knowledgeable in his field of business and, at the same time, is capable of quickly understanding his clients' business. He is a delight to work with and understands his clients' needs for having a real bottom-line dollar effect. I am glad to have found him and now I can focus on the things in our organization that are

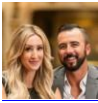
more important to our operation. I highly recommend Sunil because of his knowledge, high moral standards, critical thinking skills and his never-ending effort to strive for win-win scenarios with his clients.



Dave Palopoli

Strategic Technical Account Manager

I have worked with Sunil in a few different capacities, and it has been an absolute pleasure. Sunil works very hard to make his customers happy and is always challenging himself with his peers, trying to find ways to improve himself. He is a true student of industry, and his enthusiasm is contagious. This will be obvious to anyone that gets the opportunity to work with him. You can count on your job being done correctly and on time when Sunil is involved. He challenges everyone around him to elevate their performance.



Cody Smith

Chief Financial and Operating Officer

Sunil is a outstanding individual with superior communication skills. Sunil worked with me on several opportunities, and he was always my first choice to put in front of a customer to present. His follow-through and commitment to excellence is visible to all around him. I would highly recommend Sunil to be part of any team that is looking for a professional with a proven track record.



Ke (Kevin) Xu

Senior Network Engineer at Bread Financial

For nearly 5 years I worked closely with Sunil in supporting our RMS customers. He is one of the most professional people I have ever worked with, with the highest integrity and strongest passion for success.

Nothing pleases him more than helping the company earn high marks from the customers. He has maintained excellent relationship with all the customers he managed and was constantly looking for ways to improve. He is a humble person who always recognizes the work of his co-workers. He is very supportive and is always ready to lend a hand whenever asked. As a co-worker who has learned from and enjoyed working with him for many years, I fully recommend him without reservation.

[Ross Vizenberg](#)

[Chapter Lead for DNA Orchestration and Automation team at Discover Financial Services](#)

NEC America has provided my former employer with network equipment and subsequent support. Sunil has been the single point contact for all our network support matters as he supervised NEC NOC staff. During many years in this position Sunil has demonstrated superior customer service skills by holding regular status meetings with us, addressing any issues quickly, actively soliciting feedback on his and his team performance. I recommend Sunil without hesitation as he is a true professional and a great person to work with.



[Tim Dotterweich](#)

[Technical Recruiter | Business Development Manager](#)

The pleasure in working with Sunil and his team is his consistent focus on both understanding and, in turn, supporting our clients' business processes and objectives, not simply maintaining the up-time of their network infrastructure. I've personally seen him equally effective as a marketer / salesman, a manager, and a trusted technical resource. Under his leadership and hands-on approach, NEC's Managed Services portfolio continues to be a key strategic differentiator in a crowded marketplace.



[Rob Ellis](#)

[Information Technology Executive](#)

I've had the pleasure of working with Sunil for a few years now as our ambassador to the managed NOC we relied upon from NEC. His attention to detail and excellent customer service allowed us to be completely confident in turning considerable control of our infrastructure over him and his team. We knew that we

could always count on him to proactively manage our account beyond even our own expectations. There's always going to be a demand for more professionals of Sunil's caliber.



Jay Schrimpl

Officially a free agent in 2017

I have had the pleasure of working with Sunil for many years now. He is the focal point of contact in our NOC operations for a very important customer of mine. He has always been professional, courteous, and very responsive. Even when the customer demands happen to be somewhat unreasonable! Sunil always goes above and beyond the normal call of duty to satisfy customer needs. I have had the pleasure of working with Sunil for many years now. He is the focal point of contact in our NOC operations for a very important customer of mine. He has always been professional, courteous, and very responsive. Even when the customer demands happen to be somewhat unreasonable! Sunil always goes above and beyond the normal call of duty to satisfy customer needs.



Kim Jalbert

Program/Project Manager at Verizon BusinessProgram

Sunil's expertise and management capabilities are important qualities that enhance the partnership between Verizon and NEC. He is professional, courteous and a pleasure to work with. I would readily recommend Sunil for his work ethic, character and organizational abilities.



Mark Dulmage

Supervisor, Technology Solutions Engineering at Everstream Solutions

Sunil was our primary point of contact for our Cisco Unity System. His professionalism, expertise, timely completion of requests, and helpful personality were extremely valuable to both me and Cleveland Sight

Center. He would make an excellent asset to any IT team and has my recommendation as a vendor resource hands down.



Michael Riley

· 1stFirst degree connection

Healthcare & GovEd Technology Business Leader

As professional and customer oriented as they come. I had the fortune of working aside Sunil in a few of my larger accounts. His thought leadership is accurate in ensuring that business needs are properly addressed regardless of agenda.



Tushar Kapoor

Senior Director, Head - Architecture, Technology and Service Governance,

Sunil is a highly motivated and driven individual. He effectively leads a team of Program Managers who are responsible for supporting our customer relationships. He has great communication skills and works very diligently and patiently with multiple teams to accomplish his business objectives. These qualities are extremely important when working with business customers and Sunil perfectly embodies each one of them.



Nasser Khwaja

Digital Architect**Digital Architect**

I work with Sunil often as he is the Program Manager for several of our Remote Managed Customers. He is very soft-spoken and an affable resource both for us in the TAC Engineering team as well as for our customers. He is very patient, determined and always has a very supportive attitude even in tense situations. His record keeping of his customer database is immaculate and that really helps us in the Engineering team to quickly resolve issues. A great resource to work with!



Joey Chilelli

Principal at Vanbarton Group

Sunil Samuel has been an asset for the past 2 and ½ years. Sunil has managed Messer Constructions Remote Managed Service for its Hollywood Casino Lawrenceburg Operations. Sunil is truly detail oriented, customer focused, organized, efficient, extremely knowledgeable and very well spoken. Sunil's great communication skills enabled meetings to be smooth and quick so that we could get back to our core business. Sunil managed his team exceptionally well and gave us every confidence in being monitored 24 hours a day to maintain our service without interruption. I highly recommend Sunil and feel he would be an asset to any organization.



Gregg DeBalso

Director of Sales at Aegis

Sunil is an ideal Program Manager who I would want to work with my best customers. And he did. His attention to detail, follow up, accountability and "do what it takes attitude" are everything you want in a person who works with your customers daily. I felt they were always in good hands with Sunil as their PM.

Most importantly, my customers always had nothing but good things to say about Sunil, his work ethic, professionalism, and ability to get things done. They always knew they could count on him.



Duy Nguyen

Nguyener

Sunil is a great guy and is the best in his role as a liaison between the customers and the engineers. I would recommend him for any PM work needed.



Fadi Ashour

Solving today's challenges for brighter tomorrow.

Sunil is a detail-oriented manager. He has the recipe for becoming a successful manager. Sunil has outstanding communication skills that fit well when interacting with external customers. There is a reason why everyone likes Sunil's work ethics and that is because he is Sunil Samuel.



Dane Felicien

Senior National Sales Manager @ Extreme Networks

Sunil has a delightful personality, the consummate professional whose innate commitment and vigor to his work makes him an outstanding employee to work with. In his current position as a program manager the intricacies in managing customer expectations is exceptional with our customers themselves expressing such testimonials. This invaluable contribution allows NEC NOC valuable customer retention and increases business. Sunil again demonstrates a very professional calm under duress, great communication skills, and knowledgeable interactions that get the job done. It is my pleasure to refer to him as a colleague and friend and I sincerely recommend him as an asset to any organization.

Mike Kelly

Retired Network Support/Customer Service Professional

Sunil proved to be a splendid employee. He displayed excellent customer service skills and added value to the team in delivering excellent technical support to Fortune 500 clients. I wouldn't hesitate to hire him again should the opportunity arise.



Michael Lynn

Virtual Desktop Engineer at Collin College

Sunil was extremely reliable, motivated, and diligent during his time at Eicon. He was someone that could always be counted on to serve both the company and customer. I would highly recommend him as a high caliber employee. His performance always exceeded expectations!