

SUNIL SAMUEL

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PROFESSIONAL SUMMARY

Results-driven Key Account Director with over 22 years of experience in enterprise sales, cloud transformation, and business growth. Expertise in managing and expanding high-value Fortune 500 accounts while driving adoption of multi cloud AI/ML solutions. Adept at navigating complex negotiations, C-suite engagement, and cross-functional collaboration to maximize revenue growth and market impact. Proven ability to scale digital transformation initiatives that align with the public cloud provider's vision of data-driven, customer-centric solutions.

CORE COMPETENCIES

- Enterprise Sales & Strategic Account Management
- ERP lift & shift migration to multi cloud solutions (SAP, Oracle)
- IT Service Management(ServiceNow)
- Digital Transformation & Multi-Cloud Solutions (Google Cloud, AWS, Azure, OCI)
- Consultative Selling & Data-Driven Decision Making
- C-Suite Relationship Management & High-Value Contract Negotiation
- Cross-Functional Leadership & Stakeholder Collaboration
- Go-To-Market Strategy & Revenue Expansion
- Thought Leadership & Industry Influence

PROFESSIONAL EXPERIENCE

Resolve Tech Solutions (RTS) – Senior Sales Director, Partner Alliance & Commercial Sales (2021 – Present)

- Led high-value **strategic partnerships** with IBM, Kyndryl, EY driving a **120%** increase in revenue through cloud transformation initiatives.
- Led the initiative to establish a strategic partnership with **Google Cloud**, achieving Sell, Service, and Build engagement status across North America, APAC, and India.
- Drove the establishment of a **strategic partnership with SAP**, attaining PE Sell, PE Service, Cloud Choice Flex, and Rise with SAP advanced competency (Silver Partner status) across North America.
- Secured a **\$5M enterprise ERP migration, managed cloud & application managed services deal with a 40% profit margin**, utilizing Cloud solutions to enhance automation and operational efficiency.
- Built and managed a **\$40M+ sales pipeline**, focusing on lift & shift Cloud migration, cybersecurity, and digital transformation.
- Developed go-to-market strategies that optimized Google Cloud AI/ML investments for enterprise clients.
- Spearheaded multiple AI/ML projects from **proof-of-concept to implementation**, including an Intelligent Field Operations (IFO) solution, an AI-powered voice-prompted work order management system, an AI-driven procurement chatbot for real-time status

tracking, and automated healthcare compliance checks, contributing to improved sales processes.

- Negotiated and closed multi-year contracts, increasing average deal size by **35% YoY**.

General Data Tech– Senior Business Development Manager, IT Services (2016 – 2021)

- Achieved #1 ranking in services sales for two consecutive years (2018, 2019), **exceeding quota by 198%** and earning the President’s Award.
- Managed a **\$60M+ enterprise sales pipeline**, integrating Google Cloud, AWS & Azure infrastructure solutions for **Fortune 500 clients**.
- Designed and implemented customized growth strategies to increase enterprise spending on Cloud Platforms.
- Partnered with cross-functional teams (engineering, marketing, and sales) to optimize Cloud AI-driven sales enablement tools.

Goodman Networks – Senior Director, Business Development & Virtual Network Solutions (2013 – 2016)

- Managed a \$20M+ portfolio in cloud computing, cybersecurity, and network automation services, driving digital transformation.
- Increased recurring revenue by **\$1.3M** through cybersecurity and IoT-managed services, aligning with enterprise security requirements.
- Designed hybrid cloud adoption frameworks leveraging Google Cloud, AWS, and on-premises solutions for global enterprises.

NEC America – Various Sales Leadership Roles (2004 – 2013)

- Ranked #2 in Managed Services Sales, achieving 277% of quota through cloud-first enterprise solutions.
- Expanded managed services sales pipeline to \$8M, executing large-scale technology transformation projects.
- Led \$60M+ in ITIL-based digital infrastructure initiatives, improving operational efficiency and business continuity.

CAREER ACHIEVEMENTS

- 2025: Social Selling Prodigy – SAP Managed Services (CEO’s Award Recipient)
- 2024: Partner Alliance Leader Award for driving cloud adoption at Fortune 500 firms
- 2018 & 2019: #1 Services Sales, President’s Award Winner
- 2012: Ranked #2 in Managed Services Sales at NEC with 277% performance

EDUCATION

Master of Business Administration (MBA), University of Dallas – Cum Laude (2014)

- • Specialization: IT Service Management & Cloud Strategy
- • Capstone Project: Digital Transformation Strategy for Fortune 1000 Enterprises

Bachelor of Science in Telecommunications Management, DeVry University – Magna Cum Laude (2001)

- Awarded distinction for capstone project involving the design and implementation of a LAN infrastructure for track housing developments, demonstrating proficiency in network design and deployment

CERTIFICATIONS & TECHNICAL SKILLS

Certifications:

- Google Cloud Sales Fundamentals Certified
- SAP Credentials (Business Strategy, Cloud Migration, Business.AI-Joule)
- SAP Sales Competency Credentials (Rise with SAP, Grow with SAP & BTP)
- AWS Business Professional Certified
- ITIL V3 Foundation Certified
 - • Cisco Sales Expert (CSE Certified)

Technical Skills:

- Google Cloud, Multi-cloud sales & enterprise engagement
- SAP (Rise with SAP, Grow with SAP, BTP with SAP) sales & enterprise engagement
- CRM & Sales Pipeline Automation (Salesforce, ServiceNow)
- Cybersecurity, Data Analytics & Digital Transformation Strategy

EXECUTIVE-LEVEL CLIENT ENGAGEMENT

- Drove inorganic growth strategy by establishing and managing C-suite relationships with key decision-makers (CEOs, CIOs, CMOs) at Fortune 500 and 1000 companies, generating a pipeline of \$100M+ in acquisition targets.
- Led high-value contract negotiations, increasing enterprise deal sizes by 35% YoY.
- Presented at Google Cloud Summits, AI Conferences, and ERP Industry Events, positioning Google Cloud's AI/ML solutions as key drivers for enterprise growth.

WHY Multicloud?

- Proven success in driving multi-million-dollar cloud migrations of ERP solutions that align with Cloud Provider's mission of delivering AI-powered, customer-centric digital transformation solutions.
- Expertise in optimizing Cloud investments to maximize ROI for enterprise clients.
- Passion for innovation, data-driven strategies, and helping businesses scale through technology and automation.

REFERENCES

Available upon request.