

# SUNIL SAMUEL

Key Account Director | Cloud Transformation | Enterprise Sales Leader

Dear Executive Recruiter,

With over two decades of success in enterprise sales, cloud transformation, and strategic account growth, I have brought a proven ability to accelerate revenue, forge powerful C-suite relationships, and lead complex digital transformation initiatives across Fortune 500 and global enterprises. I am eager to explore opportunities where I can apply this expertise to help organizations maximize business impact and drive sustainable growth.

At Resolve Tech Solutions, I spearheaded strategic alliances with Google Cloud, SAP, IBM, and Kyndryl, expanding multi-cloud adoption and achieving a 120% revenue increase through transformation initiatives. I secured a \$5M ERP migration and managed services deal with a 40% margin, built and managed a \$40M+ sales pipeline, and successfully launched AI/ML-driven solutions that automated field operations, procurement, and compliance—directly aligning client outcomes with cloud providers' visions for customer-centric, data-driven solutions

Previously, at General Data Tech, I ranked #1 in services sales two years in a row, exceeding quota by 198%, while managing a \$60M+ enterprise pipeline that integrated multi-cloud infrastructure for Fortune 500 clients

Across my career, I've consistently delivered results by leading cross-functional teams, driving large-scale negotiations, and transforming complex business challenges into high-value digital strategies.

I hold an MBA in IT Service Management & Cloud Strategy from the University of Dallas and maintain certifications across Google Cloud, SAP, AWS, ITIL, and Cisco, ensuring I bring both strategic and technical credibility to executive conversations

I am particularly drawn to opportunities that demand a combination of visionary leadership, deep cloud expertise, and enterprise account management to scale digital transformation and deliver measurable business outcomes.

I would welcome the chance to discuss how my experience and approach can help your client organizations achieve their growth and transformation goals.

Thank you for your time and consideration.

Sincerely,

Sunil Samuel

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