

AVAILABLE FOR VP / Head-level roles in cloud & AI alliances, ecosystem GTM, and partner sales leadership.
Remote · Indianapolis-based · Actively exploring

\$237M

2025 Revenue

123.6% attainment · 42% YoY

\$400M+

Strategic Agreements

Structured & negotiated

91%

Marketplace Rate

AWS Marketplace transactions

482%

Partner Pipeline

Sourced pipeline YoY growth

FIVE-YEAR ATTAINMENT				
2026 YTD	2025	2024	2023	2022
119.1%	123.6%	130.9%	112%	106%
\$38.4M vs \$32.2M	\$237M · 42% YoY	Over-quota	Over-quota	Over-quota
SIX DIMENSIONS OF IMPACT				

- 01 Revenue at Scale

\$237M in 2025 at 123.6% attainment · five consecutive years over quota · 91% Marketplace · 482% partner pipeline YoY.
- 02 Partner Engine & Strategic Agreements

\$400M+ structured. Esri \$175M 5-yr PPA + \$1.1M AI SCA (2 Foundation Models + Model Server POC). CloudBolt 3-yr \$40.9M SCA. 12 co-engineered solutions.
- 03 Team Leadership & Field Activation

8-person team; 200+ AEs/SAs enabled; \$25M+ from vertical GTM frameworks; QBRs and executive engagement with 15+ C-suite stakeholders.
- 04 Operating Experience

Active operator/investor: ~10.5% at Budco Tool & Die (DSO 35-40 days after AI tooling) and acquisition thesis work at Velocity Investments.
- 05 AI Systems Built & In Use

17-agent 'Chief of Staff' OS running a \$212M book (~8-10 hrs/wk recaptured). Budco QuoteBot (Claude + Supabase) live on the CNC shop floor.
- 06 Thought Leadership

Long-form on LinkedIn: partner motions as engineering problems, OpenAI × AWS public-sector mechanics, marketplace attribution.

SIGNATURE WORK	
Esri × AWS	5-yr \$175M PPA + \$1.1M AI SCA (Oct 2025). Two Foundation Models + Model Server POC. AWS Nebula launched at re:Invent 2025 (\$2M FY26 fcst, \$10M TOF).
CloudBolt × AWS	3-yr \$40.9M SCA (Dec 2025) covering cost optimization, hybrid management, and Kubernetes efficiency on EKS.
OpenAI GTM — inside AWS	Operating plan for the AWS × OpenAI relationship: product priorities, launch milestones, cross-functional dependencies.
AI Systems	17-agent Chief of Staff OS; Budco QuoteBot (Claude + Supabase) live on the CNC shop floor; ArcGIS SA Agent; Efterlev governance.