

SUMMARY: AWS Certified AI Practitioner with 9+ years of B2B sales experience at Amazon. Proven track record of driving revenue growth, identifying AI/ML opportunities that generate \$1M+ in Professional Services revenue, and developing relationships with CXOs. Seeking an AI/ML focused sales role leveraging strategic foresight to help people and companies adopt transformative AI technologies.

Key Achievements:

- Prospected AI/ML use cases that led to over \$1.2M in Professional Services contracts with AWS customers since 2024, via C-Suite and Partner alignment
- Launched multiple Global 500 companies ([Tesla](#), Schneider Electric) as sellers on Amazon Business
- Promoted from Level 4 to Level 5 my third year at Amazon Business, after producing \$25M+ in revenue
- Enabled Treering to enter a new market, which led to them making the Inc 5,000 List at #346
- Promoted from Emerging to Mid Market team after my first year at AWS
- Grew AWS Marketplace spend by 488% in 2023, and from \$60K to \$630K in 2025

Amazon Web Services, Education Technology (Edtech) companies

Account Manager (AM), Mid Market

01/2023- present

- Drive YoY growth in AWS spend while aligning solutions & Partners services to customer strategic priorities
- Guided 2 product teams through successful market launches based on customer insights ([Agilix](#), [Treering](#))
- 2025- Saved customer \$840K in labor costs by introducing AI solutions that reduced their content creation project timeline by 6 months; consultative approach led to \$200K Professional Services contract
- 2025- YTD attainment is 100.8% against \$12M quota, 102% for Gen AI services (5th highest of 59 AMs)
- 2024- Delivered 15% YoY growth in AWS spend against a \$13.2M quota
- 2024- First team member to pass the AWS AI Certified Practitioner certification
- 2024- Top 4% in Gen AI spend due to an OpenAI to AWS takeaway opportunity
- 2023- Grew territory by 13% against a \$9.8M quota; identified and closed a Partner credits program loophole, saving AWS \$600K+
- 2023- Increased AWS Marketplace spend from \$20K to \$118K, the highest increase among 57 AMs

Account Manager (AM), Emerging:

10/2021-12/2022

- Prospected into disengaged AWS customers & drove AWS adoption from greenfield prospects
- 114% attainment in 2022 due to executive level engagements and strategic planning
- Only AM of 57 to close LearnPlatform deal via AWS Marketplace during division wide campaign

Amazon Business (Amazon.com for businesses)

01/2017 – 10/2021

Account Representative I → II

- Prospected, cold called and launched new & existing Amazon.com sellers on Amazon Business
- Averaged +49% across 5 KPIs in 2020, delivered more launches than 88% of L5's team members
- In 2019, +3% to launch plan, +80% to revenue plan, +17% to High Quality Launch plan, and 9th in Quality Launch Score against 47 other account representatives
- Among 55 account reps, was one of 4 reps to create 50+ Voice of the Customer anecdotes, driving 2 UX improvements in Amazon Seller Central
- Promoted from Level 4 to Level 5 after my 3rd year

SKILLS & CERTIFICATIONS

Certifications: AWS Certified AI Practitioner | AWS Cloud Practitioner Certified

Core Competencies: Technical Requirements Documentation | Strategic Foresight | MEDDPICC

Aligning Business Goals to Technology Solutions | AWS AI/ML Solution Selling | Internal Collaboration & Navigation

EDUCATION:

B.S. Computer Information Systems, Minor in Spanish

May 2014

Arizona State University, W.P. Carey School of Business