

Thomas J. Lynch

Senior Alliances and Channel Sales Manager and Director

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PROFESSIONAL

- Global marketing, sales, multi-channel partner & alliances experienced and successful Information Technology professional for many decades. ~ Channel Man ~
- Thomas has significant market, customer, and channel success in SLED (State, Local, Education), FED (Civilian, DOE, DOD,) , and Commercial verticals (banking, manufacturing, insurance, healthcare, communications, etc.)
- Thomas has a Dept of Homeland Security Personnel Security Investigation (PSI) Secret Clearance through the US Coast Guard's Physical Security and Force Protection Program
- Thomas has proven results, leadership & mentoring skills, technical acumen, and proven fiscal and profit and loss (P&L) responsibilities for up to 3/4 billion (\$US) enterprise/BU
- Thomas is success in start-ups / turnarounds / mergers, business unit product lines/brands to multi-billion-dollar Fortune 100 companies like Computer Associates, Hitachi Data Systems, IBM, Oracle Corporation, Quantum
- Thomas has earned multiple Circle of Excellence (COE) and President's Club attainments as an individual contributor and managing direct, indirect, and matrix teams to over 250 sales, marketing, product, technical & services person(s)
- Thomas can provide significant industry, professional, and personal references who will happily substantiate his successful experiences in sales, marketing, channels, finance, & operations.

PERSONAL

- Extremely happily married for many years to Gretchen Katherine (nee Walter) Lynch
- Three adult children (Daniel, Quinn, Mary)
- Enjoys Sailing (cruising & racing), Road cycling, Golf, Gardening, Home renovations
- US Masters Swimmer & former Diver (was vying for the Olympics), Triathlete
- YMCA Lifeguard – Health & Safety Institute Certified : Basic Life Support, Adult, Child & Infant First Aid CPR/AED (cardio-pulmonary resuscitation / automated external defibrillator), and Emergency Use of Oxygen. Nine () Code Red/Code Blue Life Saving Rescues in the last 18 months.
- DHS US Coast Guard Auxiliarist & Flotilla Commander, Flotilla Staff Officer, Certified Instructor (Boating Safety, Suddenly-In-Command, Navigation, Piloting, & Sailing), Auxiliary Operations Certified (AuxOp), Vessel Examiner
- Music (Bassist, Guitarist, DAW/Ableton Experienced) & Video Expertise at Church Tech Team, ProPresenter, Allen Heath Sound, Blackmagic Live Broadcast & Streaming.
- Sailing and boating since I was a teenager. Many racing and cruising awards, certificates, and trophies from 'beer can' to prestigious and long running regattas with a hundred plus sailing vessels entered. 1st, 2nd, or 3rd Place finisher for 15 years in the MSSA American Cancer Society Regatta the second oldest charity regatta in the United States.