

Thomas J. Lynch

Senior Alliances and Channel Sales Manager and Director

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Dear TA/HR/Recruiting or Hiring Manager,

Twenty-five-plus years in alliances and channel sales have taught me this: partner ecosystems don't grow by accident — they grow when someone owns the strategy, the relationships, and the follow-through. That's the role I've played at Oracle, IBM, and Hitachi Data Systems, and it's the value I'd bring to your company & team.

At Oracle, I re-engaged a stalled SLED/Federal partner channel, driving 120–180% year-over-year growth and helping land a \$17.5M slice of a \$910M+ statewide TX-DIR multi/hybrid-cloud IT contract through six Global Systems Integrators, including NTT DATA, GDIT, Kyndryl, Carahsoft, Unisys, Rackspace and Mythics.

At IBM, I closed \$4M–\$36M competitive enterprise wins through partner-led initiatives.

At Hitachi Data Systems, I turned a declining \$450M channel business around, leading a 25-person team across the U.S. and Canada to multiple Circle of Excellence and President's Club honors.

My approach runs on a simple framework — Engage, Enable, Excite, Earnings — applied across GSIs, SIs, VARs, MSPs, distributors, and OEMs to turn partner relationships into predictable, scalable revenue. I'd welcome the chance to bring that same discipline to your organization.

Thank you for your time and consideration — I look forward to speaking with you.

Sincerely,

Thomas J. Lynch