

Thomas J. Lynch

Senior Alliances and Channel Sales Manager and Director

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Reference Quotes

Approved for Public Release on LinkedIn, additional references with emails and telephone number upon non-disclosure interview and named recipient

"It was a great day for Edge Solutions when HDS assigned Thomas Lynch to be our account as our channel director . Two years ago, he walked into Edge and told us that he was going to grow our business---and he followed through on that promise."

~~ Julie Haley : CEO/Founder, Edge Solutions LLC

"In the long sales cycles and highly complicated Federal Marketplace his persistence and ability to knock down barriers and change or fix problems and issues has been instrumental to our significant growth over the years."

~~ Brent Van Scyoc : Senior Vice President of Federal Solutions – Alliance Technology Group

"Thomas is one of those rare professionals who understand thoroughly what it takes to build great partner ecosystem and relationships. He is a smart, dedicated, team-oriented and fun person to work with; one that you want always on your team."

~~ Juliette Rizkallah : Chief Marketing Officer at Kong, Board member.

"What stands out most about Thomas is his ability to navigate multi-cloud and enterprise technology landscapes with clarity and confidence while keeping the customer's outcomes front and center. He is proactive, collaborative, and always willing to go the extra mile to ensure success."

~~ Zach Bender : Cloud & AI Sales Leader – Oracle Corporation

"Tom helped grow our Hitachi business at an exceptional rate over the two past years. He has a great personality, business acumen and is effective in getting "things done" in a timely manner. "

~~ Stephen Jermyn : SVP Commercial Markets, Alliance Technology Group

"Thomas is my friend and my go-to guy for anything Channel related"

~~ Peter Passaretti : Vice President of Sales, Pathlight Technology (ADIC/Quantum)

"Tom was a detail-oriented manager that focused on getting the best out of his people. He had great customer insight and was able to develop strong account strategies. It was a pleasure working for him."

~~ Thomas Beckett : Sales Consultant, Computer 2000/Robec

"Tom's intimate understanding of sales channels and marketing programs was instrumental in helping us revive a product line that had been trending badly for 2 years."

~~ Denis Bilodeau : Executive Search - Healthcare