

Immanuel Lewis

Sales, Marketing and Technical Specialist

Lewis, Immanuel
State Commission for Human Rights

Over 6 years of sales, marketing, customer care, and technical expertise in a variety of industries has allowed me to work for both regional and global leaders. Always meeting expectations, I have the ability to pick up technical knowledge and apply it to a customers' circumstance.

Experience

Sales Manager

AT&T Alascom | AK

9/13 – Current

- Responsible for 5 mid-market/federal sellers
- Continually developing educated sellers and support teams
- Responsible for the growth of 32M Module

Government Account Manager

AT&T Alascom | AK

6/11 – 9/13

- Responsible for of all Alaska Government, Education and Medical accounts (mobility)
- Total billed revenue has grown from 26M to 33M in since taking position
- Responsible for the growth of two Gov. support staff (1 hired and promoted since 6/11)

Account Manager

AT&T Mobility | MD

2/09 – 6/11

- Developed and managed 320 active accounts totaling 9.6M dollars in yearly revenue.
- Designated team mentor for new and current team members.
- Coached retail store sellers on small business sales procedures and promotions.

College Hire AE

AT&T Mobility | GA

9/08- 2/09

- Completed instructor led courses on solution selling and C-level interaction.
- Performed consultative selling techniques consistently and effectively.

Education

Alaska Pacific University,

Anchorage, AK 2014

Executive MBA in Information Communication Technology

Dec 14'

Full Sail University,

Winter Park, FL 2008

Bachelor of Science in Music Business

July 08'

Personal Achievements

- State of Alaska Board of Optometry – Public Member
- Anchorage Chamber of Leadership & Executive Advancement Program Graduate
- Anchorage Chamber of Commerce Young Professionals Committee Member
- 2011- 2013 Junior Achievement Educator
- 2011- 2013 Big Brothers Big Sisters Mentor
- 2010 - 2011 Baltimore Junior Association of Commerce VP of Marketing
- 2006 - 2008 US Dream Academy Mentor
- Orlando Chamber of Commerce "How Shall We Grow" Spokesman for Full Sail 2007

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