

To whom it may concern:

I am Bryan Woodruff, Sales Engineering Manager in sales at Lumen Technologies. I have 20 years of industry experience in IT and eight years supporting customers and driving new business in a sales environment. I support many fortune 100 customers and routinely interact with C-suite leaders.

I would like to confidently recommend Amy Clark for a sales professional position supporting large and complex customers. We teamed on many accounts and opportunities and Amy is one of the best sales professionals I have personally worked with. With her partnership, we were able to work our way into transformational customer opportunities aligned at the senior leadership level, including accounts that were historically dark accounts.

Success in sales requires many things from the contemporary sales professional. It requires an informed and educated sales professional. Amy not only stayed current on technology trends and our organization's capabilities, but also stayed current on trends as it related to the customer's business and industry. The preparedness that she consistently exhibited, helped us open doors that were historically difficult to open. She is quite comfortable working with senior leadership and can readily bring value to C-Level executives. Her topics and strategy inspire confidence with our customers.

Sales success requires energy, thoughtful persistence, and determination. For Amy, getting turned away by a customer contact, only inspired new strategy. Where most sellers would walk away, she forged new relationships and deployed unconventional strategies to change the conversation and pivot to thought leaders with the target customer or prospect. She opened doors and kept them open through determination and clever strategic planning. It was always a pleasure to work through strategy with Amy.

Sales success also requires a high level of organization and consistent follow-up. I could always count on Amy to keep track and follow up on next steps. Where many sales professionals will track activities and follow-up related to active deals, Amy demonstrated consistent and reliable follow-up for active deals and long-term strategy. This is sometimes a rare quality in sales professionals, but it makes a difference in the long-term strategic growth of a customer account.

Anyone looking for a sales professional that believes in themselves and that will demonstrate commitment to long-term strategies should carefully consider Amy. I have trusted her to manage the customer, strategy, and active opportunities more than I have any other sales professional. I have never been disappointed. I only regret that I never had the opportunity to be a customer of hers.

Please feel to reach out if you have any questions.

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