

November,2020

Amy is an adaptable, driven and consultative sales professional. While we worked together at PAETEC/Windstream Amy demonstrated her ability to learn our new tech and was always the first rep on the team putting those new solutions to work within her accounts. I recall one public works account where Amy successfully leveraged our new data backup and recovery solution to open up conversations with the customer. Using her consultative approach Amy uncovered an opportunity to help the customer improve the efficiency and reliability of their network. Amy used her leadership abilities to pull together the team to craft a solution and lead the negotiations internally and externally. Amy was ultimately able to deliver a fully managed network solution incorporating multiple technologies that addressed the customer's pain points. Amy was able to repeat that type of success over and over again and is a great team player. It was always fun and rewarding working with Amy!

Carl Wasko, Sales Engineer

Relationship to Amy: Former Co-Worker at Windstream