CANDIDATE PROFILE · ANTHROPIC · NOVEMBER 2026

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Strategic AE + AWS Co-Sell

One seat that closes the customer and brings AWS into the deal

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The fastest Claude deals will be the ones an AWS account manager helps close and the customer pays for from an AWS commitment it already has. I've spent five years building that motion, and a career closing the deals.

Claude Platform on AWS bills through AWS Marketplace and counts toward customers' existing AWS commitments, and more than 100,000 customers already run Claude on Amazon Bedrock. That puts a powerful lever in every Anthropic deal, but only a seller who can run both sides will pull it consistently: own the customer relationship, align the AWS account team, structure the private offer, and draw down committed spend. I've done each of those, and I've built a company around the gap between them.

At Tackle.io, Armory, and AtlasGTM I structured private offers and committed-spend drawdown, engaged AWS account managers cold, won **$100K in AWS partner funding**, and opened **AWS Marketplace procurement for Snap**. At Citrix I closed **$183M at 169% average attainment** as an overlay seller alongside core account teams, and grew **Apple from $1M to $42M**. If Anthropic has a combined seat in mind, this is the profile for it; if the seat looks different, I'd be glad to tailor it.

$335M+ Closed across Citrix and Spico Solutions	**5 YRS** Inside AWS Marketplace, private offers & co-sell	**TENS OF $M** Snap AWS Marketplace volume unlocked by one $275K deal
169% Average quota over nine years at Citrix, as an overlay seller	**$100K** AWS partner funding secured with AWS executive sponsorship	**400%** ARR growth selling AWS Marketplace & co-sell at Tackle.io

FOUR MOTIONS, ONE SELLER

The combined seat as I see it, and where I've already run each motion

MOTION	WHERE I'VE ALREADY RUN IT
Direct to the customer	$183M closed at Citrix and $152M at Spico into Apple, Cisco, and other large enterprises through technical evaluation, security review, and procurement. Grew Apple $1M → $42M; Tackle.io ARR up 400%.
With Anthropic account teams	Nine years as a Citrix overlay seller alongside core account reps, averaging 169%: the job is to make the core seller's number bigger. Directed a matrixed Apple team of SEs, TAM, overlay, inside sales, and VARs.
With AWS sales teams	Engaged AWS account managers across my top 20 targets before a partnership existed. At Snap, an AWS SA brought us in and the AWS account manager co-funded a $150K project.

MOTION	WHERE I'VE ALREADY RUN IT
Through AWS Marketplace	Sold private offers, metering, and committed-spend drawdown to IBM, Dell, VMware, and Teradata at Tackle.io; Snap's $275K first Marketplace deal; eHealth closed through Marketplace two months early at no discount.

WHY ONE SEAT

The case for combining the AE and AWS co-sell roles

Committed spend is a closing tool, not a partner metric.

When the seller who owns the deal also knows how to release a customer's AWS commitment, budget stops being the objection. Split across two people, that lever is used late or not at all.

AWS sellers follow the person who helps them win.

An AWS account manager brings in the seller who makes their number bigger and their customer happier. A seller who owns the account and speaks AWS fluently becomes that person.

One plan, one forecast.

Direct, Anthropic-team, and AWS-influenced pipeline live in the same account plan and the same forecast call, so nothing falls between teams.

ROLE ALIGNMENT

What a combined seat is likely to call for, and the evidence

LIKELY REQUIREMENT	EVIDENCE
Own and grow strategic accounts	Nine years with a $40M quota in named accounts at Citrix; Apple $1M → $42M; Cisco from $0 to $3M; Apple and Cisco as global accounts at Spico.
Co-sell with AWS account teams	Engaged AWS AMs cold across my top 20 targets; know how AWS organizes around a customer (SAs, TAMs, CSMs, PDMs, PSMs, Marketplace CAs) and how to build each into a coverage plan.
Transact through Marketplace and committed spend	Private offers, metering, and committed-spend drawdown at Tackle.io; IBM's Marketplace listings; Teradata closed at full list price in under two weeks.
Use AWS funding to accelerate deals	$100K in AWS partner funding with executive sponsorship; $150K AWS-funded Snap project; customers paying with AWS MDF at AtlasGTM.
C-suite, founder, and technical engagement	Executive relationships at Apple, Cisco, eBay, and American Express; founder-to-founder selling as AtlasGTM CRO; CTOs and platform-engineering leaders at Armory.
Forecast accuracy	MEDDIC/MEDDPICC practitioner; ran forecasting and weekly deal inspection as CRO; self-generated more than half of pipeline at Armory.

HOW ATLASGTM PREPARED ME FOR THIS SEAT

I co-founded AtlasGTM because most enterprise sellers leave their customers' committed cloud spend on the table. We built an AI-native deal-execution platform and coached ISV sales teams to co-sell with AWS, transact through Marketplace, and draw down commitments, for both standard enterprise deals and partner-led plays. I've discussed this gap with hundreds of ISV alliance leaders over three years. An Anthropic seller who runs it well turns every AWS commitment in a territory into a reason to buy Claude now.

PROOF POINTS

Snap: AWS-sourced, AWS-funded, Marketplace-transacted.

An AWS strategic-accounts SA brought Armory into Snap. I worked with the AWS account manager to fund a $150K project ($75K as Armory licensing, no cost to Snap) and structured a $275K first Marketplace deal. AWS's account team credited it with unlocking tens of millions in Marketplace volume.

Teradata: procurement as the fast part.

Running procurement, security, and legal in parallel, we cleared onboarding in under two weeks against a 30-day record and closed at full list price.

Apple: $1M to $42M as an overlay.

At Citrix I grew Apple across business units alongside the core team, directing SEs, a TAM, inside sales, and up to five VAR partners.

FIRST 90 DAYS

Days 1–30 · Map both sides —

Learn Claude and how customers buy it on AWS. Map each account by Claude usage, AWS commitment, and the AWS account manager and Anthropic team who cover it; agree how we'll work together.

Days 31–60 · Build joint plans —

Joint account plans for the accounts with the clearest fit, with Marketplace and committed-spend structures ready, and a short Claude brief AWS sellers can use.

Days 61–90 · Close and compound —

Close the first co-sold deals and turn the strongest into the reference story that gives the next AWS seller a reason to bring Anthropic in.

WHY ANTHROPIC

Claude now reaches enterprises through Anthropic's own sellers and through AWS. More than 100,000 customers run Claude on Amazon Bedrock, and since May 2026 **Claude Platform on AWS** lets customers buy through their existing AWS accounts, billed through AWS Marketplace and counted toward the AWS commitments they already have. That is the motion I've spent five years teaching and running. I want to sell the most important technology of this decade for the company taking its safety most seriously, and I'd like to do it in the seat where I can add the most.

The short version: *I close strategic accounts, I know how AWS sellers and AWS Marketplace work from the partner side, and I've spent a career as the overlay who makes core teams' numbers bigger. That combination is what a combined seat needs.*