



OMER QURESHI

Chief Partner Officer · SVP Partnerships & Alliances
AI & Cybersecurity Ecosystems · ex-Microsoft (2x) · VMware · Avaya



TRUSTED BY MICROSOFT · AMAZON · GOOGLE | TRIPLE PARTNER OF THE YEAR | 16 ADVISORY CLIENTS

\$1.5B+ Partner ARR	25 Yrs Experience	38+ Countries	Triple PoY Award	\$500M+ M&A Led	\$17M Hyperscaler Inv	44 Alliance Org	16 Advisory Clients
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236 LinkedIn Recommendations · 43 Hyperscaler Endorsements · 77 C-Suite & Board · 12 GSI Leaders · 38+ Countries

Most partner programs fail. I build the ones that don't.

70% of strategic partnerships fail to meet expectations — Forbes

1 NOVENTIQ (2021–2024)

\$1.5B+ partner-influenced ARR | 38 countries | 3 continents

- VP, Global Strategic Partnerships & Alliances
- \$17M hyperscaler strategic investment — 10x ROI | LSE listing | Nasdaq due diligence
- Partner of the Year: Microsoft · Amazon · Google simultaneously — Top 1% globally
- 8 M&A transactions (\$500M+) | 44-person org | 25% productivity improvement
- Partners: Accenture · Capgemini · IBM · Cisco · Adobe · GSIs · MSPs · Telcos · VARs
- Programs: ECIF · MDF · AWS CSA · AWS SCA · JBP · EBR/QBR · ELG

3 MICROSOFT — PARTNERSHIPS (2013–2016)

\$11.7M P&L managed | 21 alliance sellers | 24 countries

- Director, Strategic Alliances & Partner Ecosystems
- 70-VAR network · \$11.7M P&L · 21 alliance sellers · 15% market share growth
- GSIs: Accenture · Capgemini · TCS · Wipro · Infosys
- Telcos: AT&T · Verizon · BT · Orange · China Mobile
- Programs: ECIF · \$5M MDF · Azure · Defender · Sentinel · Zero Trust · IAM

5 MICROSOFT — ENTERPRISE (2006–2012)

200+ deals closed | \$100M+ ARR | \$5M+ avg deal

- Managing Director, Enterprise Sales
- Manager of the Year | 12-person quota-carrying team | +30% pipeline conversion
- Co-sell: Accenture · Capgemini · TCS · Wipro · Infosys · HP · Dell

★ AMERICANS 4 EQUALITY — SOCIAL IMPACT (2024–Present)

1,130+ individuals educated | 88% completion | \$2.2M DOL

- CEO & Co-Founder | 501(c)(3) Nonprofit | BIPOC-led · Washington State
- 55% women | 508% YoY growth | 1,000+ student waitlist
- \$2.2M federal DOL funding championed by Senator Patty Murray
- Curriculum: AI · Cybersecurity · Cloud · Data Analytics · King County WA

2 AVAYA (2017–2021)

\$156M+ ARR P&L | 56 sellers | 15–20% overperformance annually

- General Manager, Cloud Sales & Partnerships
- M&A integration: 95% talent retention · GTM readiness within 90 days of close
- Channel: GSIs · Telcos · MSPs · Distributors · MDF allocation & partner incentives
- Solutions: UCaaS · CCaaS · SaaS collaboration · Contact Centre · Voice

4 VMWARE / DELL (2012–2013)

140% quota attainment | 50% ARR growth YoY

- Regional Sales Director, Enterprise & Cloud
- Fortune 500: Starbucks · Nike · Nordstrom · Expedia · Costco · Columbia Sports · T-Mobile
- Solutions: vSphere · vSAN · NSX · IaaS · PaaS · Co-sell: VARs & resellers

6 BANK OF AMERICA (2001–2006)

200K+ global users | enterprise infrastructure

- Vice President, Data Centers & Trading Operations
- Trusted advisor to Investment Banking CIO | high-availability trading operations
- 200,000+ users | multi-million-dollar IT infrastructure | regulatory compliance

7 ADVISORY PRACTICE — OPTIMUS CONSULTING (2016–Present)

16 advisory clients | AI & cybersecurity focus

- Founder & Principal Advisor — Partnerships, Channel & GTM
- Kovrr, Israel (AI cyber risk · MSSP/VAR/LAR/Distributor · Sled/DoD/FedRAMP)
- InfoSec Global, US (Post-Quantum Cryptography · Federal · FedRAMP · DoD)
- Eyes On, Austria (IoT/Voice Security · DOD & NATO strategy · EMEA/APAC)
- asknet Solutions, Germany (Cybersecurity · Cloud · EdTech · DACH)
- Consulting: Microsoft · Amazon · SonaSource · GSIs

CORE EXPERTISE · CERTIFICATIONS · FRAMEWORKS

Strategic Partnerships	Alliance Management	GSI Ecosystems	Co-Sell Programs	Cybersecurity GTM	Hyperscaler GTM
M&A Integration	Channel & GTM	ECIF · MDF	AWS CSA · SCA	ELG · JBP	Zero Trust · IAM
FedRAMP · Sled · DoD	UCaaS · CCaaS	AI Ecosystems			