

SAMUEL ENGRAM... DELIVERING BUSINESS OUTCOMES THROUGH TECHNOLOGY, PEOPLE AND PROCESS

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CAREER AT A GLANCE

KPMG Consulting	Cognizant Technology Solutions		Paradigm	Amazon Web Services	
2000	2005	2007	2010	2016	2021
Sr. Consultant, Manager, Sr Manager	Director, Advanced Solutions	Assistant Vice President – Quality Engineering	Vice President, Quality Engineering / Digital Services	Chief Delivery Officer	Director - Global Systems Integration Partner

EXECUTIVE PROFILE

Innovative Global Services & Technology Leader with a record of accomplishment in business development, building client relationships and leveraging technology to drive organizational growth, performance, and profitability. Successful in negotiating and securing multi-million-dollar engagements with Fortune 500 clients. Formed strategic alliances with channel partners in providing digital & cloud solutions. Firsthand leader, strategic thinker, mentor and teacher of technology transformation and delivery with proven organizational, practice development and engagement leadership success.

EXPERIENCE

- Global Delivery Management
- Engagement & Program Leader for Digital Transformation
- P&L & Management up to +\$2.5B
- CRM, MDM & ERP Implementations
- Practice Management and Sales
- Management Consulting & Delivery
- Developer of High Performing Teams
- Contract Writing & Vendor Management

CAREER HIGHLIGHTS

- Experienced professional and managed services global delivery with experience in program management, project management, technology delivery, operations, and consulting
- Recognized Industry and Practice/Engagement Leader driving revenue growth to +\$2B in revenue for two companies
- Demonstrated experience working with global partners and clients across providing strategy, delivery, and talent
- Established new digital transformation and product engineering service lines supporting client business objectives
- Successfully directly managed more than thirty engagements aligning with client strategy, goals, and objectives
- Lead negotiator and contract writer for MSA's and SoW's for client engagements
- Developer of high performing teams empowering employees to deliver value through high customer satisfaction
- Strong communicator and respecting for advocating cultural, organizational and technology simplification across multi-organization and client boundaries

CLIENT LIST INCLUDE

Successfully directly led engagements with budgets totaling more than \$200M

- American Express (\$45M budget)
- Ameriprise (\$25M budget)
- Arizona Public Services (\$24M Budget)
- American Airlines (\$12M Budget)
- AbbVie (\$4M)
- BCBSNC (\$1M budget)
- Blackstone (\$2M budget)
- Clorox (\$1.5M)
- E*TRADE (\$20M budget)
- Healthnet (\$5M budget)
- Patheon (\$3M budget)
- JPMC (\$30M)

WORK EXPERIENCE

Director - Global Systems Integration Partner Development

October 2021 - February 2024

Amazon Web Services

- Manage commercial relationships with GSI (Global Systems Integration) partners (Cognizant / IBM / PwC) by providing advisory services and resources for their AWS customers
- Work with our partners to develop go-to-market solution planning and strategy
- Run GTM sales plays and use cases with our partners across industries and vertical markets
- Drive revenue (+\$2.5B in 2023) and market share growth with GSI partners regionally and globally and across Industry
- AWS Executive Sponsor for mid-size partners supporting their integration into the AWS partner channel
- Responsibility included AWS 1/pipeline development, 2/Revenue Recognition, 3/Product Launches and 4/AWS Migrations

Chief Delivery Officer - Client Services

Paradigm Technology

May 2016 to June 2021

- Engagement & Delivery leader for multiple product implementations that include hybrid cloud, MDM, Data Governance, Quality Engineering and Program/Project Management.
- Client relationship leader for Paradigm engagements focused on high customer satisfaction
- Created and managed multiple practices for Digital Transformation and Product Engineering
- Responsible for contract negotiation, alignment and tracking of project scope, cost and committed deliverables

Vice President

Cognizant Technology Solutions - Phoenix, AZ

June 2010 to April 2016

- North American New Growth Platforms product engagement leader leveraging HCM, ERP and Supply Chain solutions (e.g., SAP, NetSuite, Ariba, Success Factor, Informatica) and Quality Engineering across multiple industries
- Partnered with sales team leading to expansive growth in emerging technology and quality engineering service lines
- Aligned with multiple product vendors and clients to ensure successful delivery of engagements
- Responsible for alignment and tracking of project scope, cost and committed deliverables
- Wrote and negotiated contracts and project agreements for client engagements

Assistant Vice President

Cognizant Technology Solutions - Phoenix, AZ

June 2008 to May 2010

- Practice & Engagement Leader, Quality Engineering for Banking, High-Tech and Retail lines of business
- Partnered with sales team leading to expansive growth in emerging technology and quality engineering service lines
- Aligned with multiple product vendors and client stakeholders to ensure successful delivery of engagements
- Responsible for alignment and tracking of project scope, cost and committed deliverables

Delivery Director

Cognizant Technology Solutions - Minneapolis, MN

August 2005 to May 2008

- Engagement & Delivery lead for a \$30M engagement for a Fortune 500 spin-off for a major financial services firm
- Responsible for alignment and tracking of project scope, budget and committed deliverables

Sr. Consultant / Manager

KPMG Consulting, formerly BearingPoint - Phoenix, AZ

April 2000 to July 2005

- Business and IT Consultant supporting fifteen various business and technology engagements for three Fortune 500 companies.

ACCOMPLISHMENTS

- [African American Career World \(click to view\)](#) | [Phoenix Business Journal AZ Top Tech Awards – Rising Star \(click to view\)](#) | Cognizant's Practice Leader of the Year – Quality Engineering (3 Years) | Ebony Magazine - 50 Future Leaders | Dollars & Sense Magazine – America's Best and Brightest (Featured) | Arizona Governor's Award for Civic Service | 25+ Speaking engagements to several HBCU's and Arizona based University College of Engineering programs | Featured Quality Engineering Executive to numerous Fortune 500 company's

ADVISORY BOARDS

- Colorado State University Global | Urban League Visiting Professor | Ensunet | Future Business Leader of America | Arizona Ballet | Workforce Arizona Council (formerly Arizona Employment and Training Council) | AZ Human Resource and Development Council | St. Mary's Foodbank | Phoenix Catholic Social Services | Jbmenergy

EDUCATION

- Liberal Arts & Sciences University of Florida - Gainesville, FL
- Stanford Executive Institute - Executive Education Program

CERTIFICATION & TRAINING

- AWS Speaker Certified | AWS GenAI | Project Management Professional | MIT: Shaping the Future of Work | Applied Scrum for Agile Project Management | IBM - Artificial Intelligence | Project Management for Artificial Intelligence | Phoenix Citizens Police Academy Graduate

GROUPS

- University of Florida - Life Member | Phoenix Citizens Police Academy | Kappa Alpha Psi Fraternity – Active | Valley Leadership