

DONOVAN LOVE

Gainesville, VA | +1 703-647-0185 | donovan.love101@gmail.com | [Linkedin.com/in/donovan-love](https://www.linkedin.com/in/donovan-love)

SENIOR PARTNER ALLIANCE MANAGER | FEDERAL CHANNEL & CLOUD SALES

Partner Development | Revenue Operations | GTM Strategy | Co-Sell Execution | Strategic Accounts

PROFESSIONAL SUMMARY

Strategic Partner Alliance and Federal Channel Sales Leader with 10+ years of experience driving revenue growth, partner ecosystem expansion, and cloud transformation initiatives across Federal Civilian, DoD, SLED, Healthcare, and Commercial sectors. Proven success managing multimillion-dollar pipelines, AWS partner ecosystems, co-sell programs, and enterprise accounts. Expertise in strategic partnerships, AWS programs, federal procurement, pipeline governance, revenue attribution, and executive stakeholder engagement. Recognized for exceeding quota attainment, improving operational alignment, and leading complex joint go-to-market initiatives across AWS, Leidos, CDW-G, Deltek, Insight Public Sector, and TD SYNnex.

CORE SKILLS

- Strategic Partnerships & Alliance Management
- AWS Partner Ecosystem
- Federal Sales & Business Development
- Enterprise Account Management
- ISV & OEM Partner Enablement
- Joint Go-to-Market Strategy
- Revenue Operations & Pipeline Management
- ACE Co-Sell Motion Execution
- Forecasting & Revenue Attribution
- Federal Procurement & Contract Navigation
- Salesforce CRM & Reporting
- Executive Stakeholder Engagement
- Cross-Functional Collaboration
- Cloud & Digital Transformation
- Business Development & Territory Growth

PROFESSIONAL EXPERIENCE

- ✓ **The Love Group, LLC** **2021 – Present**
Founder & Owner
 - Founded and lead a federal channel consulting and advisory firm supporting CSPs, MSPs, ISVs, OEMs, VARs, and system integrators.
 - Deliver strategic advisory services focused on partner ecosystem development, revenue operations, and federal go-to-market execution.
 - Built and implemented client engagement frameworks, pricing models, operational workflows, and CRM infrastructure.
 - Leveraged over \$100M in AWS Public Sector deal exposure to guide client strategy and operational execution.
 - Developed FY2026–FY2028 operating and financial plans supporting SBA Microloan funding initiatives.

- Manage compliance oversight, contract administration, invoicing standards, and SAM registration preparation for federal contracting eligibility.

✓ **Amazon Web Services (AWS)**

Jan 2025 – Feb 2026

Senior Partner Alliance Manager, NSI/RSI & Federal Teams

- Managed a portfolio of 50+ SMB ISV and SI partners supporting Federal and National Security customers.
- Carried a \$28M annual recurring revenue quota with responsibility for \$48M in directly attributed pipeline.
- Recovered a negatively positioned Enterprise Discount Program (EDP) account through strategic cross-sell and upsell initiatives.
- Developed joint go-to-market strategies prioritizing ACE co-sell opportunity registration and partner-originated pipeline growth.
- Advised executive partner leadership on AWS program investments, including MAP, MDF, EDP, and tier qualification initiatives.
- Improved pipeline alignment, partner engagement, and revenue forecasting across federal cloud modernization initiatives.

✓ **Amazon Web Services (AWS)**

Aug 2022 – Dec 2024

Partner Account Manager, Leidos

- Managed strategic ISV and OEM relationships across the Leidos federal ecosystem supporting co-sell and joint GTM initiatives.
- Expanded partner portfolio to more than 90 SMB partners while improving engagement strategy and pipeline execution.
- Directed ACE co-sell pipeline management, opportunity registration, attribution tracking, and sales progression.
- Identified and corrected revenue attribution and incentive alignment issues impacting profitability across AWS-Leidos engagements.
- Collaborated with sales, finance, and partner leadership to improve forecasting accuracy and operational efficiency.
- Strengthened long-term strategic positioning through improved pipeline governance and partner alignment.

✓ **Amazon Web Services (AWS)**

Jan 2022 – Aug 2022

Partner Sales Representative, Leidos

- Supported the AWS-Leidos Federal partner ecosystem through inside sales execution and partner engagement initiatives.
- Conducted outbound prospecting, lead qualification, pipeline development, and Salesforce account management activities.
- Coordinated ACE co-sell execution across ISV and OEM partners supporting federal modernization initiatives.
- Maintained pipeline reporting and opportunity tracking to improve forecast visibility and sales alignment.

- Designed Salesforce reporting dashboards utilized by senior sales and partner leadership for pipeline analysis and operational tracking.
- Facilitated on-site collaboration with Leidos teams to accelerate issue resolution and pipeline progression.

✓ **CDW-G**

May 2019 – Dec 2021

Senior Account Executive

- Managed strategic Federal Civilian and international accounts including Department of State, USAID, United Nations, and NATO.
- Negotiated and supported a 3-year, \$16M Apple device contract resulting in a follow-on 3-year, \$24M services agreement.
- Managed and expanded a \$250M, 10-year JELA/ELA agreement to strengthen long-term customer engagement.
- Achieved 217% revenue attainment and 107% profit attainment in 2020, earning Goal Getter of the Year recognition.
- Delivered 202% revenue attainment and 122% profit attainment in 2019 through consultative selling and procurement planning.
- Led RFP responses, contract negotiations, and enterprise IT solution delivery initiatives.

✓ **Deltek— Business Development Representative**

Apr 2018 – Jan 2019

- Generated qualified sales pipeline through outbound prospecting and strategic outreach campaigns targeting mid-market organizations.
- Achieved 107% average monthly quota attainment for product demonstration conversions.
- Collaborated with sales and marketing teams to improve account targeting and campaign performance.
- Maintained accurate CRM records supporting pipeline forecasting and opportunity management.
- Built Salesforce dashboard reporting solutions to improve prospect intelligence and pipeline visibility.
- Recognized as Rookie of the Year for top performance and contribution to team pipeline growth.

✓ **Insight Public Sector — Account Executive**

Nov 2016 – Apr 2018

- Managed U.S. Air Force accounts across Mid-to-Southeast regions and OCONUS territories.
- Led IT procurement initiatives supporting modernization, deployment, and infrastructure refresh programs.
- Achieved quarterly quota attainment ranging from 97% to 202% through consultative selling and pipeline management.
- Developed end-to-end IT procurement solutions aligned with DoD acquisition standards and operational requirements.
- Collaborated with OEMs, system integrators, and program offices to support mission-critical procurement initiatives.

✓ **DLT Solutions (Now TD SYNEX)**

Mar 2016 – Nov 2016

Senior Account Manager

- Managed HPE and SimpliVity sales initiatives across Federal Civilian, SLED, Healthcare, and Commercial accounts.

- Developed new hyperconverged infrastructure opportunities through proactive business development and account planning.
- Maintained CRM accuracy, pipeline hygiene, and forecast reporting across assigned territories.
- Supported partner marketing initiatives, webinars, and product enablement programs.
- Managed full sales lifecycle including quoting, deal structuring, procurement coordination, and post-sales support.
- Achieved 108% of annual quota through disciplined opportunity management and sales execution.

CERTIFICATIONS

- AWS Certified Cloud Practitioner
- AWS Generative AI Certification

TECHNICAL SKILLS

- Salesforce CRM
- AWS Partner Programs
- ACE Co-Sell Platform
- HubSpot CRM
- Revenue Forecasting & Reporting
- Pipeline Analytics
- Microsoft Office Suite

LEADERSHIP & COMMUNITY

- Head Basketball Coach, i9 Youth Sports (2022 – Present)
- Head Defensive Football Coach, Gainesville Grizzlies (2021)
- Community Mentor for Students and Young Professionals

EDUCATION

✓ **Northern Virginia Community College**

Associate Degree Program (In Progress)

08/2015 – Present

Expected Completion: Fall 2027 or Summer 2028

GPA: 3.75