

Tami DeWeese

VP Account Management, accelerated growth

Plano, TX, United States | [LinkedIn](#)

Driven by curiosity, challenge, and impact, I thrive at the intersection of technology, innovation and people leading transformation programs. With deep experience across the tech and telecommunications industries, I've led high-stakes multi-billion dollar initiatives that fueled substantial revenue growth, operational efficiency, innovation and brand reputation. From launching enterprise services generating \$100M+ in year 1 to exploring AI governance strategies, I create value by turning complex challenges into clear, executable roadmaps. Throughout my career, I've demonstrated courageous execution in uncertainty leading big new projects that have never been done before, able to fly the plane while building it. But beyond the corporate world, my story is shaped by resilience, dedication, and an unwavering focus. As a former Division 1 collegiate gymnast, I learned early the power of discipline, adaptability, and pushing limits, skills that continue to define my professional approach. I channel that same energy into leadership, whether driving corporate culture initiatives that earned Samsung global recognition or guiding teams toward breakthrough performance and revenue growth. I study and experiment with AI tools daily, focusing on its evolution, advancements, and its pivotal role in shaping industries, including possibilities within sports tech. As a continuous learner, I am advancing hands-on AI skill development and a certified MindStudio Level 3 AI Agent Developer.

Outside of work, I'm a proud mom and wife cheering for our son's gymnastics career and our daughter's choir performances. I'm an interior design enthusiast, an avid landscaper, and an Airbnb host who loves creating welcoming spaces for guests. And fun fact, I can still do the splits!

Successful deliverables include:

- Led corporate transformation initiatives that generated over \$10B+ in new revenue with focus on SaaS and value added enterprise and cloud solutions, establishing Samsung, Verizon, and Lumen Technologies as dominant forces in the tech industry.
- Directed global \$6.5B digital modernization program that revolutionized critical communication networks, set new industry standards, and advanced national public safety infrastructure.
- Developed a 5-year transformation strategy and roadmap, led Executive Advisory Council, and implemented data-driven frameworks positioning Samsung as a Top 5 Global Brand.

#OpenToWork

Client Delivery Executive | Account Director | Program Management | Transformation | AI Program Leader

EXPERIENCE

Vice President of Account Management Jan 2026 — Present
Cien.ai

Strategic Advisor Jan 2024 — Present
Freelance

Provide strategic planning, program development, user testing, and advisory support to companies while also advancing hands-on AI skill development in AI agent building an automation.

- AI 2030 Executive Team: Shaped strategy, content and operations in early community membership growth; spearheaded the inaugural AI leadership workshop and learning series to foster industry collaboration and professional development.
- Human Capital Performance Startup- Strategic planning and MVP: Guided executive team in designing an AI-powered workforce performance platform, defined roadmap, scoped requirements for MVP.
- Leadership across early-stage ventures and nonprofits with a focus on customer experience, business impact, and innovation.

Director Strategic Programs and Enterprise Sales Solutions Aug 2011 — Dec 2023
Samsung Electronics America *Plano, TX*

- Developed and deployed a comprehensive portfolio of new enterprise-class services that achieved \$100M revenue in year one.
- Launched the new emerging technology Mission Critical Push-To-Talk solution for AT&T/FirstNet's \$6.5B nationwide broadband network furthering mission critical interoperability.
- Directed large-scale transformational programs, deployed company-wide initiatives that positioned Samsung as a Top 5 global brand and industry culture awards.

Sales Manager – System Integrator Alliance Channel Feb 2007 — Aug 2011
Lumen Technologies *Dallas, TX*

- Positioned company as a viable industry partner for System Integrator accounts generating new sales from strategic managed services and high-growth products, transitioning from regulated, commoditized revenue.
- Grew business from \$12M into company's largest IT account with \$35M in revenue through acquisition, expansion of sell-to and sell-through channels, and operationalizing hardware sales.
- Won competitive bid for a three-year \$5M managed services agreement to manage a private fiber optical network for a large financial institution and negotiated its renewal generating \$10M+TCV.

Senior Sales Manager Oct 2000 — Feb 2007
Verizon Business *Richardson, TX*

- Promoted to Sr Sales Mgr to expand System Integrator organization that generated \$600M+ in annual sales.
- Led P&L and financial risk analysis for the EDS global rate renegotiation and contract development for \$400M global EDS account.
- Grew EDS account revenue 150%+ from \$260M to \$400M annually being first to win new custom managed services networks; managed client deals \$10-\$50M TCV.
- Recognized with President's Club Award for outstanding sales and leadership performance.

EDUCATION

SMU Continuing & Professional Education Oct 2025 — Dec 2025

Tech CxO Excellence Program Graduate

A hands-on, face-to-face program led by industry executives, focused on developing the strategic, financial, leadership, and risk management skills required of modern C-suite technology leaders. The program includes executive mentorship, collaborative projects, and access to SMU's strong industry and alumni network to accelerate growth toward senior technology roles.

Wharton Online Mar 2024 — Jun 2024

AI for Business Program Graduate

Wharton AI for Business to obtain foundational understanding of artificial intelligence in business and be able to incorporate these technologies into your business strategy. Topics include the fundamentals of big data, artificial intelligence, machine learning, generative AI, governance, and risk and the operational changes AI will bring.

Western Michigan University —

Bachelor of Science

Activities and societies: Graduated cum laude

4yr academic scholarship recipient

Division I gymnast

Cornell University — Jan 2022

Modern Chief Diversity Officer Program Graduate

Achieve Institute — Jan 2022

Achieve for Talent Leadership Program Graduate

CERTIFICATIONS

AI Launchpad Responsible and Innovative AI 2026, Future World Alliance May 2026

Tech CxO Excellence, SMU Continuing & Professional Education Dec 2025

Certified AI Agent Developer, MindStudio Sep 2025

AI Community Learning, Microsoft Apr 2025

Ultimate AWS Certified AI Practitioner AIF-C01, Udemey Sep 2024

AWS Cloud Practitioner Essentials Certificate of Completion, Amazon Web Services (AWS) Aug 2024

AI, Tech, and Privacy, AI, Tech & Privacy Academy Aug 2024

AI Governance Professional, Udemey AIGP Certification Masterclass Jul 2024

Artificial Intelligence for Business, Wharton Online Jun 2024

Introduction to Data Science, Great Learning Jun 2024

Career Essentials in Generative AI by Microsoft and LinkedIn, Microsoft May 2024

Ethics in the Age of Generative AI, LinkedIn May 2024

What Is Generative AI?, LinkedIn May 2024

Generative AI Approaches to Business Challenges, LinkedIn Apr 2024

Responsible AI: Principles and Practical Applications, LinkedIn Apr 2024

Generative AI for Business Leaders, LinkedIn Apr 2024

Leading with a Digital Mindset in the Age of AI, LinkedIn Apr 2024

Introduction to Artificial Intelligence, LinkedIn Apr 2024

AI Governance Professional- in progress, IAPP

Youth Mental Health First Aid, National Council for Mental Wellbeing

Academy Accreditation - Generative AI Fundamentals, Databricks

SKILLS

Financial Planning · Cyber Security · Governance · Managing Risk · Performance Management · Quintessential IT · Technology Leadership · Financial Acumen · Executive Leadership · Establishing Strategic Partnerships · Cyber Risk Management · AI · Python (Programming Language) · IT Integration · Responsible AI · Amazon Web Services (AWS) · Cloud Practitioner · Data Privacy · Intellectual Property · Machine Learning · AI governance · Generative AI · Big Data · Big Data Analytics · Data Science · Artificial Intelligence (AI) · Mental Health First Aid · Strategic Services · Key Performance Indicators · Enterprise Software · Team Leadership · Communication · People Management · Strategy · Strategic Thinking · Analytical Skills · Negotiation · Management · Leadership · Team Management · Annual Budgeting · Senior Program Management · Service Delivery · Account Management · Business Strategy · Customer Success · Strategic Partnerships · Employee Engagement · Business-to-Business (B2B) · Sales Operations