

Amy leads the Independent Software Vendor (ISV) sales and go-to-market (GTM) efforts at AWS. In her current role, Amy manages sales for some of the largest global software partners, serving government, national security, education, non-profit, and public health industries.

As an award-winning Channel Chief, Power 100 & Fortune 100 Executive, Amy has a track record of success in global partner sales, strategy/operations, and marketing. With more than 20 years of channel experience, she has made a name for herself as a skilled global executive who transforms underperforming organizations.

Prior to AWS, Amy was the Vice President of Global Partner Programs & Partner Investments at Xerox. In just 18 months, Amy's team improved Xerox market share by five percent for the first time in five years, and increased partner satisfaction ratings by 25 percent. Before joining Xerox, she held a variety of leadership roles at Dell, EMC and Tech Data, where she consistently led high net profitability.

Amy received a dual Bachelor's degree from Florida State University and Eckerd College, and completed Master of Business Administration courses at Northeastern University.