

CHRISTOPHER LEQUIN

Senior Enterprise Sales Executive | Digital Transformation Strategist

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Strategic enterprise sales leader with 10+ years driving digital transformation initiatives for Fortune 500 and Global 2000 accounts. Expert at translating complex business outcomes into integrated technology solutions spanning **cloud, data/AI, application modernization, security, and end-user computing**. Proven orchestrator of cross-functional specialist teams, consistently exceeding quota while building multimillion-dollar client relationships.

CORE COMPETENCIES

Solution Selling

- › Enterprise Account Management
- › Consultative Discovery
- › Business Outcome Mapping
- › Complex Contract Negotiation
- › Strategic Account Planning

Technical Expertise

- › Azure, GCP, AWS
- › DevSecOps & Enterprise Agile
- › Data/AI & Agentic Development
- › Zero Trust & Identity Security
- › Infrastructure & Private Cloud

Leadership

- › Cross-Functional Team Orchestration
- › C-Suite Relationship Building
- › Partner Ecosystem Development
- › Delivery Leadership Coordination
- › Pipeline & Forecast Management

PROFESSIONAL EXPERIENCE

Enterprise Account Executive

January 2025 – Present

Insight Enterprises | Chicago, Illinois

Orchestrating Insight's full solution portfolio—hardware, software licensing, cloud, data/AI, managed services, security, and end-user compute—for strategic enterprise accounts. Coordinating up to 10 internal specialists to architect comprehensive digital transformation roadmaps.

- › **\$10M total revenue in 2025**, achieving 125% of services quota and 95% of product quota
- › **\$3M Cloud Transformation engagement** with national transportation leader—DevSecOps, enterprise agile, and agentic AI development
- › **\$1M Advanced Security Implementation** for Fortune 500 manufacturer—authentication frameworks and secrets management
- › **\$1M End-User Device Management** engagement in retail—modernizing endpoint security across distributed locations

Senior Account Executive, Enterprise (Digital Innovation)

Dec 2019 – Dec 2024

Insight Enterprises | Chicago, Illinois

Spearheaded new business development for bleeding-edge technology solutions including AI/ML, DevOps, IoT, cloud enablement, and custom application development.

- › **\$12M+ cumulative new revenue** over five years, scaling greenfield territory to top-performer status
- › **Guided enterprise organizations** through complex cloud transformation, cloud-native application development, and data/AI initiatives
- › **\$5M strategic engagement** with Top 3 Global QSR—IoT and cloud-native solutions across thousands of locations
- › **\$6M engagement** with Top 5 Global Pharmaceutical manufacturer—cloud transformation and DevOps enablement

Senior Account Executive, Enterprise (Professional & Managed Services)

Mar 2014 – Dec 2019

Insight Enterprises | Chicago, Illinois

- ▶ **\$4.8M services revenue** in final year with 40%+ gross profit margin
- ▶ **30%+ YoY growth** for three consecutive years—transformed greenfield territory into multimillion-dollar book
- ▶ **\$7M multiyear strategic outsourcing** with luxury jewelry manufacturer—L1-L3 support optimization
- ▶ **Summit Club (Top 10%)** recognition in 2018 and 2019 for consistent quota overachievement
- ▶ Led deployment of **tens of thousands of client devices** and complex infrastructure implementations

Regional Manager, Great Plains

2012 – 2014

Wente Family Estates | Kansas City, Missouri

- ▶ Grew regional revenue from **\$5M to \$7.5M (50% increase)** in two years, outpacing industry benchmarks
- ▶ Led distributor to **"Legacy Award"** recognition—Top 3 nationally in volume tier

Sales Representative → Wine Manager → District Manager

1995 – 2012

Southern Wine & Spirits of America | California

- ▶ **"District Manager of the Year"** three consecutive years; #1 quota attainment in Sacramento Valley Division
- ▶ Increased regional revenue by **\$2M+** as Wine Manager; developed three reps into Top 20% performers

CERTIFICATIONS

Azure Fundamentals (AZ-900) | Microsoft

Google Cloud Sales | Google

Azure Cloud Sales | Microsoft

Cisco Sales | Cisco

EDUCATION

Penn State University | University Park, Pennsylvania | English

TECHNICAL PROFICIENCIES

Platforms: Azure, GCP, AWS, Private Cloud

Solutions: AI/ML, Agentic Development, DevSecOps, Enterprise Agile, IoT

Security: Identity & Access, Zero Trust, Endpoint, Secrets Management

Infrastructure: Compute, Storage, Networking, Large-Scale Device Deployment

INDUSTRIES

Transportation

Manufacturing

Retail

Pharmaceutical

Construction

QSR/Hospitality