

SUSANNE TEDRICK

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KNOWLEDGE & QUALIFICATIONS

- Business Analysis
- Project Management
- Client Relationship Management
- Technical Sales
- Cloud Computing
- User Interface/Experience Design
- Technical Writing
- Team Leadership
- Diversity, Equity and Inclusion

SELECTED WORK EXPERIENCE

Microsoft, New York, New York January 2021 - Present

Principal Azure Infrastructure Specialist, Azure for Sports

- Lead technical and partner resources to advance the sales process to exceed Azure consumption targets.
- Build and maintain relationships with major professional and college sports leagues/teams and gaming clients with annual revenues from \$50M - \$20B; influence long-term strategic direction and act as a trusted advisor driving engagement at the CxO level with technology decision-makers.
- Advise clients on cloud strategy - determining approaches to digital transformation, cloud, adoption, migration, infrastructure and application modernization, and recommend appropriate Azure solutions.
- Influence the Microsoft go-to-market strategies by providing feedback to sales, marketing, and engineering on current/future product requirements and sales blockers.
- Achieved 96% of sales quota plan for H2 FY21; 119% of sales quota plan for Q1 FY22, respectively.

IBM, New York, New York

July 2018 – January 2021

Technical Specialist, IBM Cloud Platform

- Advised over 20 telecommunications, media & entertainment, and energy and utilities companies with annual revenues from \$500M - \$10B address business and technical challenges surrounding cloud application development and infrastructure/application modernization.
- Worked with enterprise sales team to identify and validate sales opportunities, identify key client technical objections, and develop the strategy to resolve technical blockers to close deals.
- Recommended integration strategies, platforms, and infrastructure required to successfully implement a complete solution, using best practices, on IBM Cloud.
- Provide technical education and product demonstrations/workshops on IBM Cloud's public cloud infrastructure and platform as a service offerings (IaaS, PaaS) to clients and sales teams.
- Achieved 110% and 125% of management by objective sales plan for 1H 2019 and 2H 2019, respectively.
- Achieved 93% of mixed individual and team quota plan for 1H 2020.
- Mentored new early professional sales hires and summer interns.

McKinsey & Company, Chicago, Illinois

August 2017 – March 2018

Digital Manufacturing Operator – Digital Capability Center

- Operated a small-scale manufacturing line in a model digital factory environment.
- Demonstrated changes in management infrastructure, mindsets, behaviors, and technical systems.
- Highlighted improvements between current-state and future-state production operations scenarios.
- Delivered advanced training to clients with \$100M+ in annual revenue in digital and lean manufacturing methodologies, root-cause problem-solving analysis, and process improvement.

EDUCATION

Northwestern University, Evanston, Illinois

Graduation Date: June 2018

BPhilCom, Communications Systems; *Minor*: Business

PROFESSIONAL CERTIFICATIONS

The Open Group Open Certified Technical Specialist, Package Application Implementation	August 2020
IBM Certified Technical Specialist, Level 1	August 2020
IBM Certified Application Developer, Cloud Solutions V3	December 2019
IBM Certified Solution Advisor, IBM Cloud Foundations V1	June 2019
CompTIA Cloud Essentials	September 2018

PUBLICATIONS

- Tedrick, S. “2021 Biggest Cloud Computing Trends”, PECB Insights Magazine, December 2020
- Tedrick, S. “Women of Color in Tech: A Blueprint for Inspiring and Mentoring the Next Generation of Technology Innovators”, John Wiley & Sons, Inc. Publishing, March 2020. ISBN: 1119633486

PROFESSIONAL APPEARANCES

- Keynote Speaker, “The Future of Cloud”, Cloud & Big Data Conference @ TechTalks ONLINE, October 2021
- Speaker, “Heading to the Cloud: Introduction to Cloud Migration”, UKG, August 2021
- Guest, “Selling in the Cloud Podcast”, Intricately, July 2021
- Moderator, “Leveraging Cloud, Data/AI and Analytics for Hybrid Fan Experiences”, National Sports Innovation Forum, July 2021
- Speaker, “Introduction to Cloud Security”, Ascend Global Media, May 2021
- Guest, “Women of Color in Tech”, The Cloudcast, October 2020
- Panelist, "Leadership In AI" - IEEE Women In Engineering AI Leadership Summit, September 20, 2019.
- Speaker, “Foundations of Cloud Computing”, Systems/AnitaB.org, June 2019

VOLUNTEER EXPERIENCE

CompTIA, Downers Grove, Illinois January 2020 – Present

Vice-Chair; Advancing Tech Talent and Diversity Executive Council / Contributor

- Offer thought leadership towards the development of resources for technology professionals seeking to advance their information technology careers and keeping skills relevant.
- Serve on advisory committee to help CompTIA member organizations develop inclusive workforce cultures and environments.
- Provide guidance to CompTIA A+, Cloud+ and Linux+ Certification Advisory Committees on keeping exam content relevant to market demand.
- Contributor to “Guide to Emerging Tech Jobs, Parts 1 and 2” employer guide.

Pragmatic Programmers LLC, Raleigh, North Carolina

Associate Member, Ethics Panel

- Provides senior leadership team with input, feedback and advice on developing ethics standards for technology publisher focused on professional software development.

NY Tech Alliance / Verizon Business Mentorship Program

May 2021 – June 2021

Mentor

Through the College of Staten Island Technology Incubator (City University of New York), mentoring New York City small business owners on website development/optimization and social media.

Pathways in Technology Early College (P-TECH) High School, Brooklyn, New York

October 2018 – January 2021

Career Mentor

Gave ongoing support and guidance to 11th grade students at P-TECH Brooklyn, and P-TECH summer interns, preparing for STEM careers after graduation.

Black Girls Code, New York, New York

July 2018 – December 2020

Workshop Technical Assistant

Provide technical support to instructors and students during hands-on STEM workshops. Workshop topics include engineering design, virtual reality, robotics and artificial intelligence.

IBM, New York, New York

March 2019 – February 2020

Community Outreach Chair – Black Network of New York

Developed and organized community service activities for IBM's tri-state area business resource group serving IBM's black professionals.

HONORS AND AWARDS

CompTIA Diversity in Technology Leadership Award

July 2020

IBM Outstanding Technical Achievement Award

March 2020

CompTIA Advancing Women In Technology Mentorship Guide Spotlight Award Nominee

June 2019

CompTIA AITP Rising Star Award

December 2018