

DAVE LEWIS

Profile

Dave Lewis is a leading Federal IT industry sales executive who led Defense Department customer sales and relationship management at HPE, including roles as their Director of DoD Sales and Director/General Manager for DISA and the Defense Agencies.

Relevant Experience

Immediately before joining Suss Consulting, Dave Lewis served as HPE's Director for the Department of Defense. He was responsible for overall DoD relationship management for the sale of all products and services in the HPE portfolio, including cloud, AI, servers, storage, network equipment, software, security products, enterprise services, technology services, consulting services, big data, mobility, utility services, and financial services.

He developed a balanced portfolio between Navy/Air Force/DoD agencies and succeeded in doubling HPE's Defense Department business, while achieving 40% Gross Margin.

He led billions of dollars of successful HPE capture efforts. He was an industry pioneer as the successful capture manager for the first DoD cloud deployment, the first DoD pay-per-use contract victory and the first sale of capacity services to DISA for data center storage, communications, and X86 processors.

His 39-year career with HPE included experience selling, developing, managing, and executing complex and strategic programs, proposals and projects across a diverse set of cross functional organizations. He managed all phases of the product/service life cycle to ensure appropriate decisions and trade-offs in scope, schedule, and cost.

His previous experience includes roles as Program/Business Development Manager, New Product Introduction Manager for Workstations, Manufacturing Engineer, and Industrial Engineer for HPE, Apollo Computer and Honeywell Information Services.

Education

Masters of Business Administration, New Hampshire College

Masters Certificate from Boston University in Project Management

Bachelor of Science, Industrial Engineering, University of Lowell