

MO HELMY

PUBLIC-SECTOR GO-TO-MARKET & PARTNER LEADERSHIP | APPLIED AI

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Public-sector go-to-market and channel leader (senior manager level, T-Mobile) who helps technology companies win government business through partners, and develops the sellers who carry it. **No. 1 of 91 in T-Mobile's partner channel** across every segment in 2023; **never missed quota** in any year. Knows how agencies buy (NYS OGS, NASPO ValuePoint, Sourcewell, state-contract riders).

SELECTED RESULTS

- **No. 1 of 91 in T-Mobile's partner channel** across every segment in 2023 (Annual Winners Circle); two other regions adopted my partner plan.
- **Developed people:** managed a **13-person store team** (two people leaders) and a 12-person contract research team; mentored and trained **six external new hires**, each closing a first self-developed deal within 3 months on a typical 9-month cycle; three mentees promoted; coached a rep from missing quota to **115%** in a quarter and above quota for the rest of 2023.
- **Built systems teams still run:** a prospecting system adopted by other regions and SDRs, an ECF need ranking the whole Northeast team used, and the plans behind **310 new accounts** and **600 department expansions** (2023).
- **Never missed quota** in any year: **326%** in 2021 and **380%** in 2022. Separately: **191 new logos**, about five times the national average, and territory revenue up **317%** (2022).
- **Recognition:** promoted 3 times in 3 years; Director's Award (2021, 2022); City & State Albany 40 Under 40 (2022).

PROFESSIONAL EXPERIENCE

T-Mobile

2016 – Present

Senior National Connected Solutions Provider Executive

2025 – Present

Senior-manager-level role · National channel program for systems integrators and resellers

- Manage national resale strategy and relationships for **systems integrators and connected solutions providers**, aligning partner capabilities to mobility, IoT and connected-hardware opportunities.
- Designed a phased **reseller-marketplace business case** for leadership, defining partner roles, go-to-market motion and implementation sequence. It lets partners and third-party solutions bill on T-Mobile's paper, so the direct team serves customers better and organizations get one bill; adopted by leadership, now being built by the product team.

National Partner Channel Executive | Southeast SLED

2023 – 2025

Promoted from Government Account Executive

- Built the account-prioritization and field-enablement plans behind **310 new accounts** and **600 department expansions** in 2023, matching the direct sales team's pursuits, about 75 sellers, to the right solution providers.
- Guided North Carolina agencies to buy through **riders on state contracts** held by listed resellers, matching partner contract eligibility to each pursuit.
- Selected partners for pursuits and approved or declined partner involvement and partner compensation on deals; mentored and trained **six external new hires** and interviewed every channel-team candidate; ran pipeline and forecast reviews for partners and the direct sales team.

Government Account Executive | Public sector: New York, New Jersey, Delaware

2021 – 2023

Promoted twice: Government Account Manager → Associate Government Account Executive → Government Account Executive

- Hit **326% of quota in 2021 and 380% in 2022**, blended across new subscribers and monthly recurring revenue.
- Earned T-Mobile's first invitation to the **New York State Local Government IT Directors Association** through direct relationships with its members, opening face-to-face access to municipal IT leaders; the team now attends **twice a year**.
- Designed the territory prospecting system: tiered account and contact hierarchies, SDR-ready lead lists, mail-merge and LinkedIn campaigns, and a shared call plan so reps and SDRs covered the territory without overlap; other regions and SDRs adopted it.
- Managed a **12-person contract research team** and a marketing agency with an \$8K budget.
- Made cross-functional discovery standard practice, bringing solution engineers and public-safety specialists into customer meetings with current coverage and gap data so recommendations held up.
- Structured public-sector purchases through **NYS OGS** contracts, the **New Jersey state contract**, **NASPO ValuePoint** and **Sourcewell**, aligning each proposal to the agency's procurement cycle and vehicle eligibility.

- Northeast **Emergency Connectivity Fund** subject-matter expert: ranked districts by need from public **free and reduced-price lunch** data (used by the whole Northeast team), advised districts on eligibility and requirements, and closed the deal that connected **3,500+ Albany students** during COVID-19.

Government Account Manager | Public sector

2020 – 2021

- Government, education, public-health and nonprofit accounts; aligned internal teams and partners on government-liable services.

Metro Development Manager | Metro by T-Mobile dealer channel

2016 – 2020

Later titled Dealer Development Manager

- Worked with dealer leadership as the territory expanded from **8 to 20 locations**; coached dealer principals on sales, P&L and customer experience.
- **1,000+ dealer training attendances**, including an **800-person national session** for a single dealer (2019).
- Managed and recommended allocations for **\$125K a quarter in MDF and partner budgets**, funding community events with local marketing plans that added about **8–9%** to the long-term customer base.

Human Factors International

2014 – 2015

Business Manager

- Managed **25+ multinational accounts** for UX services; negotiated master service agreements and coordinated technical delivery.

T-Mobile

2013 – 2014

Retail Store Manager | Kansas City, Missouri

- Managed a store team of 13, including two people leaders.

APPLIED AI

Municipal Intel | Developer

Independent work

Research software that reads municipal documents, meeting records and local budgets and shows what a municipality is planning and funding: I own the requirements, architecture and acceptance decisions, directing AI-assisted implementation.

- **The problem:** what a municipality is planning is public but scattered across thousands of agency sites, scanned PDFs, meeting recordings and dozens of funding programs. The software reads that record and joins stated need, funding and the people who decide into one view, with every claim cited to a public source and date instead of an opaque score.
- **Coverage:** unified **1.9M+ funding records** from **100+ sources** and seeded **2,000+ municipalities** across seven states, so a municipality's funded plans are readable in one place instead of document by document.
- **Cost decision:** moved transcription and speaker diarization to local inference, so there are no per-minute API fees and recordings can be processed at volume.
- Python/FastAPI, PostgreSQL + pgvector, Next.js; RAG with hybrid search, row-level access control and an MCP server.

Vault 32 Interactive | Contributor

Independent game studio · overtenemy.com/pages/vault-32-interactive

Generative-media pipeline and multi-agent reliability for the studio's game

- Built the pipeline the studio makes its images, video, sound and animation with, on **local inference**, so game art is produced in-house with no per-image API fees and no source art sent to third parties.

EXPERTISE

Public-sector buying: SLED budget and procurement cycles; NYS OGS, New Jersey and North Carolina state contracts; NASPO ValuePoint, Sourcwell, NPP, GSA; reseller contract riders; E-Rate and ECF; RFP coordination.

Go-to-market: MEDDICC, Salesforce, territory design, partner programs, field enablement, SDR programs.

Applied AI: LLM applications, RAG, agentic workflows, MCP, local vs. hosted inference, Python, PostgreSQL/pgvector.

EDUCATION & DEVELOPMENT

B.S. Business, University of Phoenix (2025) · T-Mobile Leadership Development Program (2018)

Languages: English, Arabic