



OPERATIONAL EXCELLENCE | STRATEGIC GROWTH | IMPACTFUL LEADERSHIP

Tonya Quarles is a visionary sales and operations executive with more than two decades of experience driving transformative growth across the technology industry. As Vice President of Central Southeast Sales at Dell Technologies, she leads the strategy and execution of a \$3B+ portfolio, guiding a team of over 250 sales professionals across enterprise, healthcare, and public sector markets. Her leadership delivers Dell's full suite of solutions—including advanced IT infrastructure, hybrid cloud, AI, and workforce enablement technologies—to some of the nation's most complex organizations.

Renowned for her ability to lead through disruption, Tonya consistently drives double-digit revenue growth—even in volatile markets—by aligning go-to-market strategies with evolving procurement models and industry dynamics. She is recognized not only for growing market share but also for building inclusive, high-performance teams rooted in accountability and cultural transformation.

In her previous role as Vice President of Dell's Gulf Coast and Workstation Solutions Group, Tonya led national strategy for a \$5B+ portfolio and co-led key initiatives such as Dell's "Work and Learn from Anywhere" program in collaboration with strategic partners like Amazon and Microsoft. Her work helped redefine hybrid work solutions for corporations and educational institutions.

Earlier in her career, Tonya served as Global Chief of Staff to Dell's Co-COOs, Jeff Clarke and Chuck Whitten, where she helped shape enterprise-wide strategy, co-authored Dell's Business Management System, and played an integral role in launching Dell Digital, which now powers much of Dell's AI infrastructure. Her public sector experience includes leading large-scale IT transformation initiatives for clients such as American Airlines, the State of Indiana, and Middle Tennessee State University, as well as securing major NASPO and infrastructure contracts to expand Dell's footprint.

She currently serves on several national boards, including the YWCA USA Leadership Committee, the Finance Committee of Ascend Federal Credit Union, and the Sister Relations Committee of Jack & Jill of America. She is an executive board member of BNA, Dell's minority leadership group, and a member of the Leadership Nashville Class of 2025.

CORE COMPETENCIES

- Enterprise Sales Strategy
- Development Revenue Growth Optimization
- Full Cycle Account Management
- Sales Leadership & Organizational Design
- Public Sector & Government
- Contracting P&L Ownership & Financial Accountability
- Sales Forecasting & Pipeline Management
- Go-to-Market Strategy
- Contract & Bid Management
- Team Scalability & Talent Strategy
- Business Alignment & Sales
- Enablement Customer Lifecycle Value
- Management Quota Architecture & Incentive Planning
- Organizational Performance Measurement

GLOBAL TEAMS

- APJ
- EMEA
- North America
- Latin America

EDUCATION

MBA, UNIVERSITY OF PHOENIX

BA, MIDDLE TENNESSEE STATE UNIVERSITY

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