

SPONSOR PROFILE

ALLISON LAWR

SR. ENTERPRISE SALES MANAGER, COMCAST BUSINESS



COMCAST
BUSINESS

Allison Lawr is a highly accomplished Sales Manager at Comcast Business, and has had a remarkable journey in the telecom industry. Her career at Comcast Business began in 2014, when she joined as a Business Account Executive. Starting with no prior telecom background, Allison fearlessly embraced the challenge of going door to door, selling the company's small business services. As one of the few women in her department, she faced the industry's male-dominated landscape head-on.

Her experience as a Business Account Executive at Comcast Business proved to be a transformative period in Allison's professional growth. It was during this time that she truly understood the power of building strong partnerships with peers, leaders, customers, and community members. By fostering these connections, she not only achieved impressive sales results, but also gained invaluable insights into the telecom industry and developed a deep understanding of business needs in the Portland community.

Allison's commitment to forging meaningful relationships and her ability to thrive in a challenging environment propelled her career forward. In 2019, she was promoted to the role of Manager of Enterprise Accounts where she was responsible for building and growing the first ever base management sales channel in Portland that served Comcast Business' existing mid-market customers. Hiring a team of seven, Allison's team rose to be one of the top teams at Comcast Business, serving some of the largest companies and logos in Oregon & Southwest Washington. Most recently, Allison was tasked again with moving into a Senior Enterprise Sales Manager role, running one of the largest new acquisition sales teams on the West Coast.

Outside of her professional endeavors, Allison remains actively engaged in her community. She understands the importance of giving back and has participated in the Court Appointed Special Advocate (CASA) organization, advocating for children in the foster care system. Allison is also a devoted mother and stepmother who skillfully balances the demands of her career with her role as a parent. Alongside her husband, she cherishes the joy and challenges of raising one-year old twins while also caring for her two stepchildren. Despite the demands of her professional life, Allison understands being present for her children's milestones and activities and you can often find Allison & her family cheering on her stepson at his baseball and football games.

Allison's drive, coupled with her ability to form genuine connections has not only propelled her own success, but has also positively impacted the lives of those around her.