# Transcript: Inside the AWS Specialists & Partners team

<https://www.youtube.com/watch?v=rP1vEczQLkc>

**[00:00:03.00] - Speaker 1**

We get to work with a lot of partners from different sizes and stages.

**[00:00:07.00] - Speaker 2**

We are coordinating a holistic global strategy across all of those different regions, segments and industries.

**[00:00:14.00] - Speaker 3**

We work with customers on their most sophisticated and difficult data problems as they use Amazon cloud services on our partner services.

**[00:00:22.00] - Speaker 4**

My day to day, it's never the same. I am on multiple video calls all day long, helping my partners find the best value and benefits that they can from working with AWS.

**[00:00:35.00] - Speaker 5**

Essentially, we find gaps in how we're helping customers and partners get to the cloud, and we try and fill those gaps and make it happen.

**[00:00:42.00] - Speaker 4**

I love this question. How do I build with impact? So I think, you know, for me and my team, it really starts with think big sessions. Just really focus on what could we possibly do if we had all the resources we wanted.

**[00:00:54.00] - Speaker 3**

I think building with impact is all about working back from customers and delivering an amazing experience.

**[00:01:00.00] - Speaker 1**

Everything I say and I recommend is going to actually be considered by these customers and partners.

**[00:01:06.00] - Speaker 6**

Because we put the customers at the center of everything we do, it makes up for a very collaborative environment.

**[00:01:12.00] - Speaker 2**

One of the ways that we're able to make an impact is just with the global scope.

**[00:01:17.00] - Speaker 7**

The thing about AWS, or where I see people being successful at AWS, is they have a mission. They have something bigger than themselves that they really want to accomplish. How do you connect the technology to the solution? How do you change the world?