

Currently the head of Amazon Web Services Worldwide Public Sector, **Teresa Carlson** is responsible for strategy, operations, sales and business development for Amazon's Web Services and Cloud Computing business for governments, educational institutions and nonprofits globally. Teresa also serves as the lead public policy advisor for worldwide government engagement.

With more than 20 years' experience as a business executive driving innovation and change and producing successful business results, Teresa has earned industry recognition for her leadership, including receiving the 2013 Federal Computer Week Federal 100 Eagle Award and being named to both the 2011 and 2013 Washingtonian "100 Most Powerful Women" list and Business Insider's 2014 Most Important People in Cloud Computing List. She was honored as one of the "Washington Tech Titans" in 2013 and 2011 and named to FAST Company's 2010 list of one of the 12 top executives in its "Most Influential Women in Technology." Other awards include the 2010 "Outstanding Achievement in Industry" Government Initiatives Excellence Award from the Armed Forces Communications and Electronics Association; and the March of Dimes "Heroines in Technology Lifetime Achievement Award" in 2010.

Before joining Amazon, Teresa was Vice President of Federal Government business at Microsoft Corporation, where she defined the strategy and oversaw the execution of sales, contracting, pre-sales technical support, product marketing, customer satisfaction, and performance of the US Federal Government business worldwide.

The US Federal business unit represented approximately \$1.7B in revenue for Microsoft. She also held a variety of other positions at Microsoft including General Manager of the US Civilian Agencies and NGO's; Director of the US Federal Solutions Unit, responsible for the Federal solutions framework and the US Federal partner channel that consisted of more than 2500 Microsoft partners; and US Federal Director of Strategy and Operations.

Prior to joining Microsoft, Teresa was the World Wide Vice President of Marketing and Business Development for Lexign Incorporated (formerly Keyfile Corporation), a software company focused on secure, end-to-end business transactions. Upon acquisition Teresa was responsible for the overall strategy of the integration and world-wide launch of the newly merged companies.

Before moving into IT, Teresa spent nearly 15 years in health care, as a practitioner and consultant initially, then as a business manager and area vice-president, responsible for national accounts, marketing, and business development. During this time, she led customers through numerous transformations, including Joint Commission certifications and significant payment system changes.

Teresa has an undergraduate and Masters of Science degree in Communications and Speech and Language Pathology from Western Kentucky University.

She also dedicates her time to philanthropic and leadership roles to support her community, with a special emphasis on the military. This includes service as the Board Chairman of the American Red Cross in the National Capital Region, the Red Cross Tiffany Circle National Philanthropic Committee, Board Member Economic Club of Washington, D.C., Northern Virginia Tech Council (NVTC) Board, The Wolf Trap Foundation Board of Directors, and the USO of Metropolitan Washington Board of Directors. She was also appointed to a five year term as a member of the Board of Visitors for Virginia Commonwealth University in 2012 by the Commonwealth of Virginia.