



Dave Kuenzel is a seasoned professional who has worked for some of the leading IT companies over the past 30 years, including Teradata, SAP, Lucent Technologies, and Digital Equipment Corporation. Most of Dave's 30-year career has been focused in the Government Sector.

Currently, Dave is Vice President and General Manager of Teradata Government Systems, where he is responsible for managing all of Teradata's US Government Business, which includes customers across Federal Civilian, Department of Defense, Intelligence, and State and Local Government.

Prior to joining Teradata, Dave managed SAP's Public Sector CRM business, where he worked with many Government clients around how to best manage their key customer relationships.

Before joining SAP, Dave worked for Visalign, a Microsoft Gold Partner out of West Chester, PA, where he was an Executive Vice President - managing the sales and professional services teams.

Prior to Visalign, Dave was a National Account Director at Lucent Technologies Government Systems, where he managed the sales and professional services team supporting the Department of Treasury account.

Dave started his career at Digital Equipment Corporation, now HP, where he spent 13 years as an account executive managing customer accounts across all facets of the Government Sector.

Dave was born and raised in the MD/DC area and is a Graduate of University of Maryland/University College where he holds a BS in Business Management.