

KATHRYN TERWILLIGER

Profile

Kathie Terwilliger is an Executive Consultant II and has a 30-year track record of success in designing strategies and tactics to capture billions of dollars in federal network opportunities in every cabinet-level Civilian Agency, including victories on major GSA, FAA, VA network services and systems contracts, as well as in the Intel community, and the Defense Department.

Relevant Experience

Prior to joining Suss Consulting, Ms. Terwilliger served as a senior executive with federal sales and P&L responsibilities as VP of Civilian Sales at AT&T Government Systems; Regional Vice President at Sprint; VP of Sales, DoD and Civilian Agencies at Avaya; and Vice President for Civilian Agency Sales at Juniper Networks. She also ran a successful consulting business focused on both federal and commercial business development.

Most recently she led Juniper's Global AT&T Channel organization, the largest channel partner for Juniper Networks. The team grew the business 23% year over year and exceeded all financial expectations. While supporting the AT&T channel her team excelled in business generated by Federal Agencies, with over 30% of the total business coming from Civilian Agencies, the Defense Department and the Intel Community.

Ms. Terwilliger has been directly involved with capturing and selling thru Federal contract vehicles including Schedule 70, NETWORX and its predecessor vehicles, as well as private contracts with Systems Integrators. While at AT&T she led a capture and sales team that successfully negotiated and won the long-haul business to support the FAA FTI network with the prime contractor, Harris Corporation. This was significant competitive win that captured 50% of the business from Sprint, resulting in hundreds of millions of dollars for AT&T.

Her experience has led to a solid technical proficiency with the following technologies: voice, data, video, wireless, cloud, routing, switching and cybersecurity. She has won business within every cabinet-level civilian agency, DoD and many Fortune 1000 companies. She has built her success on trusted and lasting relationships with senior executives in both the public and private sectors and on her ability to work with teams to design creative solutions that incorporate leading edge technologies to bring high levels of mission value to her customers at competitive prices.

Ms. Terwilliger served as a member of the Board of Advisors, George Mason University School of Management (retired), and was a guest instructor for Masters Level courses on the topic of Account Management and Account Planning at George Mason University.

Education

Ms. Terwilliger studied Business Administration at Averett University and was certified at the Wharton School of Business, Executive Education Program in Finance.



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