

Jennifer Chang is the Senior Director for the U.S. Federal Civilian team at VMware, where she leads the digital transformation strategy and sales operations for multi-cloud business nation-wide for all Federal Civilian agencies. She oversees an integrated team that spans across the United States—including Client Executives, Systems Engineers, Product Sales Specialists, Business Development, Professional Services, Customer Success, Marketing and Channels. Together, her team is committed to transforming the way that the Public Sector protects, serves, and educates.

Before joining VMware, Jennifer was the Head of U.S. State & Local Government Sales at Zoom. She has also served as the Director of Sales at Cisco Systems, where she spent 10.5 years leading teams in both the SLED and Federal Civilian verticals. In 2011, Jennifer started in the Channel as a Federal Account Executive at Global Technology Resources, Inc. (now Zivaro). Her previous work experience includes Project Management, Business Development, Six Sigma, and Global Supply Chain with Lockheed Martin, as well as Student Affairs in the higher education realm.

In the community, Jennifer sits on the Board of Directors for VISIT Denver, Von's Vision Foundation and Wonderbound Ballet. She served as a Colorado Governor's Fellow, and was recognized by the Colorado Women's Chamber of Commerce as one of the Top 25 Most Powerful Women in Business. Jennifer holds a BA and MA from UC Berkeley, a Graduate Certificate in Engineering Management from Drexel University, and an MBA from the University of Colorado.