



Jennifer Chronis
General Manager, Department of Defense
Amazon Web Services

Jennifer Chronis is the General Manager for DoD at Amazon Web Services (AWS). She joined AWS in April 2016 after spending 15 years at IBM and a total of 21 years in the US Army. Jennifer is responsible for all facets of the AWS business for the Department of Defense, to include strategy, sales, business development, marketing, technical support, and business partner relationships. Her account responsibilities include the Army, Navy, Air Force, US Marine Corps and the DoD Fourth Estate.

Prior to joining AWS, Jennifer served in various roles at the IBM Corporation for nearly 15 years. Her last responsibility was as Vice President for DoD from February 2013 – March 2015. She previously served as Vice President, Federal Growth Initiatives, Director for Smarter Analytics in the US East and Executive Assistant to the General Manager for IBM North America, a \$40 billion business unit. Jennifer also led the Army account, the IBM Power Systems brand for the Federal Government, and the Systems & Technology sales organization for Federal Civilian Agencies.

In February 2015, Jennifer announced her candidacy for the Dranesville (Great Falls, McLean, and Herndon Virginia) seat on the Fairfax County Board of Supervisors. From April through November 2015, she ran a full-time campaign where she raised nearly \$300,000 and garnered 46% of the vote as a first-time candidate.

Jennifer also served for 21 years as a US Army officer. She was commissioned as a Second Lieutenant in 1989 and spent 11 years on active duty performing in combat in Operations Desert Shield/Storm in Saudi Arabia and Iraq and Operation Enduring Freedom in Bosnia. In 2001, Jennifer joined the US Army Reserve and was mobilized from 2004 through 2006 to serve as the Director of Resources for the Joint IED Defeat Organization. She retired from the US Army Reserve as a Lieutenant Colonel in 2010.

Jennifer is a graduate of the University of Virginia's McIntire School of Commerce. She is an American Council for Technology – Industry Advisory Council (ACT-IAC) IT Fellow, and previously served on the Board of Directors for the DC Chapter of AFCEA. She also serves on the Advisory Board for the University of Virginia Center for Business Analytics.