

Derek Kissos

Industry Lead – Global Defense Programs, Appian

As the Industry Lead for Global Defense Programs, Derek Kissos is responsible for Appian's Go-to-Market strategy and overall direction of the global defense business. Derek has a proven track record of Sales, Strategy and Operations both in service to our nation as well as the private sector. Prior to joining Appian, Derek led Defense Strategy and Sales for IFS North America, a leading provider of Enterprise Resource Planning and Asset Management Software focusing on improving outcomes for the Defense industry in areas of Supply Chain and Asset Management. Previously, he served as the Director for Strategy & Solutions at Serco, responsible for leading large, complex pursuits and standing up new lines of business. Derek served our nation with the US Army for 8+ years, most recently at the Pentagon in the Executive Strategy Group under the Chief of Staff, Army and the Director of Army Staff.