

Paul Christman manages Dell Software's Federal sales and services division. In his current role, Paul oversees end-user business development, manages channel and integrator relationships, and coordinates marketing functions. He is also responsible for consulting services sales and delivery. He is in charge of long term growth and overall profitability as well as day-to-day operations.

Paul is a nationally recognized expert on enterprise software in the domains of cybersecurity, information management, cloud services, and mobile device management. He has dedicated the past 20 years of his career to supporting the missions of public sector organizations. Paul regularly speaks at conferences about the business of government and the challenges created by the adoption of innovative technologies. He has wide ranging experience in government purchasing, contracting, consulting, and software product marketing.

Paul joined Quest Software in 2005 (acquired by Dell in 2012) as Director of Sales, leading teams responsible for creating strategic technology relationships with state and local governments and higher education institutions nationwide. Previously, he spent four years at Veritas Software (acquired by Symantec in 2004) as National Sales Manager and Business Development Manager for state and local governments and public education customers. Prior to joining Veritas Software, Paul was a district manager for Metiom, an electronic procurement software company that focused on automating government purchasing. Paul also held various sales and sales management positions at Microsoft and Lotus. Paul graduated with honors from Hamilton College with a degree in psychology. He serves on the board of directors of the USO of Metropolitan Washington.