



William J. Rowan
Vice President, Federal
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Bill Rowan is Vice President of Federal Sales for VMware's U.S. Public Sector organization. He leads a team of more than 200 sales, engineering, advisory and implementation services professionals who help a sizable market segment of 85 to 90 percent of Federal organizations meet their distinct security and mobility requirements with the application of virtualization and cloud technology.

Prior to this role, Bill was Vice President of Sales for VMware's U.S. Department of Defense and Intelligence Community teams, bringing to bear more than three decades of experience, intuition and knowledge as a trusted advisor to DoD, Federal Valued Added Resellers and Systems Integrator organizations.

Even before joining VMware, Bill served as Federal DoD Operations Director at EMC and held senior management positions at Storage Technology Corporation, MicroStrategy and IBM, where he worked for nearly a decade. Demonstrating his commitment to service in its many forms – Bill also volunteered as a Firefighter and Medic in the Montgomery County Fire & Rescue Service for 8 years.

Bill has served as speaker at various government industry forums and panels, crystallizing complicated technological concepts in accessible, concrete terms. In 2015 Bill received the FedScoop Golden Gov Federal Executive of the Year award which honors the top leaders in the federal IT community. He is an inductee into Executive Mosaic's Wash 100 – a group of influential leaders in the government contracting arena. In 2017, Bill was honored with a FCW Federal 100 award, that acknowledges the very best IT professionals working in or for the federal sector

He earned his MBA from Averett University and a BS in finance from Fairfield University. He and his wife, Kristin, live in Kensington, Maryland, with their two beautiful daughters.

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