

Karen Terrell

**General Manager
SAS Federal**



As Vice President and General Manager of SAS Federal, Karen Knowles leads a high-performing, \$90 million business that helps civilian, defense and intelligence agencies across the U.S. spend taxpayer dollars effectively to achieve missions and goals – all using the power of SAS analytics.

In her role as General Manager, Knowles oversees a division of sales, consulting and technical professionals dedicated to delivering solutions tailored to meet various business and mission issues facing the federal government. Specific areas of focus are: supply chain and logistics optimization, fighting fraud waste and improper payments, improving financial transparency and improving the performance and accountability needs of today's government leaders.

A 19-year software sales veteran, Knowles began her career in sales support, quickly moving into federal sales leadership roles at international software companies, including Crystal Decisions, Business Objects and DuPont.

Knowles holds a bachelor's of science from James Madison University in Harrisonburg, Virginia.

SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market. Our software can be found at 45,000 sites worldwide, including the 15 U.S. federal departments.