



Karen Washington

Karen Washington is energetic, results-driven, and passionate about community outreach. For more than 20 years, she has a proven track record of progressive responsibilities and demonstrated successes in the Automotive, Wireless, Telecommunications, and Technology industries.

Karen is currently Microsoft's newly appointed Director, responsible for the West State Local Government Sales. Prior to this role, she was Director for United States and Canada for Modern Work Advanced Communications Technology Specialist Sales.

Before joining Microsoft, Karen spent 6 years with Dell Technologies. She was Regional Sales Director for Dell Technologies Client Solutions Group-West Region and VMWare Healthcare Sales. As a regional top-performer, her consistent YOY revenue growth resulted in Sales Leader of the Year recognition. Before joining Dell, Karen achieved noted management successes starting with General Motors as a product and engineering manager for Quality and Reliability, Electric Vehicle, Artificial Intelligence, and Body in White and Mid-Size Truck organizations.

When Motorola needed a strategic team to contribute to the development and launch of OnStar telematics systems, Karen capitalized on the opportunity moving to Motorola and later joining its Mobile Devices team. Her team was named one of the best markets in the company.

Karen is a native of Detroit, MI. She earned her Bachelor of Science degree in Engineering from Michigan State University and her Master of Business Administration from the University of Phoenix. Passionate about servant leadership, she is an active member in several organizations including the Advisory Board for Austin NSBEE and National Black MBA Association Chapters. Karen founded the San Francisco National Sales Network Chapter in 2015, where she served as President and Board Member for 4 years.

An avid supporter of empowering women and girls, Karen enjoys speaking and coaching to advance the diversity in STEM. She works with groups such as Anita B.org, Grace Hopper, multiple Employee Resource Groups, and various inner-city schools for career days.

Karen lives in Austin, TX, and is a married mom of three. She is committed to a healthy lifestyle which includes cooking organic meals, kickboxing, practicing yoga, Pilates, and traveling. She believes that balance is essential for high performance.