Ron Frazier
Account Executive – US Army
Appian

Ron Frazier, an accomplished business development leader with over 18 years of experience in the Defense and US Intelligence Community sectors, joined Appian in April 2023. As the US Army Account Executive, he focuses on supporting a multitude of MACOMs and PEOs, including AMC, TRADOC, ARCYBER, AFC, PEO Aviation, PEO Missiles & Space and PEO Enterprise. His responsibilities include expanding Appian's US Army business and fostering strategic relationships with US Army leaders to enhance mission effectiveness.

Before his tenure at Appian, Ron spent three years at GitLab, Inc., where he was instrumental in growing their US Army business and facilitating the Army's enterprise-wide adoption of GitLab. Prior to GitLab, he dedicated seven years to supporting the US Intelligence Community and US Army during his time at Pure Storage and VMware.

Ron holds a Bachelor of Arts (BA) degree in Fine Arts from The University of Mary Washington in Fredericksburg, VA.

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