Kathy Chou
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Kathy Chou is vice president of Worldwide Commercial Sales, responsible for growing HP's worldwide commercial business through direct and indirect channels. Key tasks include managing global accounts, increasing profitability in targeted segments such as the corporate/enterprise, small and medium business (SMB) and public sector, and improving sales efficiency for the end-user and channel sales forces. Prior to this, Chou was director of business planning and operations for HP's enterprise customer segment.

Chou has more than 18 years of operations and management experience in the high-tech industry. Before rejoining HP in December 2003, Kathy was vice president of strategic relations for Linux Networx, a Linux server start-up based in Salt Lake City. She also held the position of vice president of operations for Penguin Computing and was responsible for all aspects of the company's engineering, manufacturing and support functions. At Agilent Technologies, Chou served as manufacturing manager in the start-up imaging electronics division, originators of the optical sensor in computer mice, where she was responsible for increasing production capacity which enabled revenue growth from $12 million to $110 million in the first year of operation.

In her prior career at HP, Chou held positions as marketing manager for the test and measurement organization and order fulfillment and production manager for the medical products group. In addition to HP, Chou worked for General Motors, SRI International, and Monitor Company, a strategic management consulting firm.

Chou holds a bachelor's degree in mechanical engineering and a master's degree in manufacturing systems engineering from Stanford University, and a master's of business administration from the Harvard Graduate School of Business. In 2006, Chou was awarded the prestigious Governors Award by the Stanford Associates alumni organization for her exemplary volunteer service to the university.