



Kurt Kuntzelman

Strategic Account Manager, Space

Professional Overview

As Strategic Account Manager for Red Hat, Kurt manages executive-level relationships and is the primary thought leader for the Space Force and Red Hat Sales team. He focuses on solving customer's and partner's critical missions and IT modernization efforts using Red Hat services and solutions. Red Hat is the world's leading provider of enterprise open source technologies including AI, virtualization, modernization, edge,

app development, and automation solutions.

Kurt has over 35-years of experience leading business development, capture, satellite operations, acquisition program management, and logistics including command and operations of geographically dispersed, multi-billion-dollar global space system networks for both the Department of Defense and Intelligence Community. He has built multi-national, multi-agency, multi-service and multi-corporate teams to achieve unprecedented collaboration and mission success. Kurt developed RS21's go-to-market strategy for SPAICE, an AI/ML-driven platform that integrates predictive maintenance (PdM) to optimize satellite & ground operations system performance. Kurt joined Parsons' executive team as VP, Space Growth with the acquisition of Braxton Science and Technology Group where he led business development. Prior to joining Braxton, Kurt worked 6 years for TASC, which was acquired by Engility, which was subsequently acquired by SAIC, serving in both Senior Director & Colorado Lead positions. Kurt retired as a Colonel (O-6) from the USAF in 2014 after serving 24+ years with leadership positions in space operations for both USAF and national space, acquisition program management, and logistics. Kurt's last active duty assignment was as Chair of the Space Industry Study and Associate Professor at National Defense University's The Eisenhower School, Ft McNair, VA. Kurt's prior assignments included: Division Chief and Capability Team Command Lead for Launch, Ranges and Networks, Directorate of Air, Space and Cyberspace Operations, Headquarters Air Force Space Command; Deputy Commander, 50th Operations Group; Commander, 2nd Space Operations Squadron; Squadron Operations Officer; Chief, Group Standardization & Evaluation; Crew Commander and Satellite Vehicle Operator. Additionally, he served in staff assignments as the Executive Officer to the Commander, Air Force Space Command; Space Panel programmer and POC, Headquarters United States Air Force; and Joint Logistics Officer, HQ North American Aerospace Defense Command and United States Space Command.

Education and Additional Information

Kurt was a National Defense Fellow at the Massachusetts Institute of Technology (MIT), Senior Developmental Education, and was a Distinguished Graduate of both Intermediate Developmental Education and Squadron Officers School. Kurt earned additional Masters degrees from the Air Force Institute of Technology (AFIT) and the University of South Dakota, and he received his commission after graduating from the U.S. Air Force Academy in 1990. Kurt is Founder of Kuntzelman & Associates, LLC; is a Partner with Elara Nova: The Space Consultancy; is Vice President of the SFA-NM Chapter; and is on the Board of Directors for PACA. Kurt and his wife of 32 years, Jayme, reside in Albuquerque, NM, and Colorado Springs, CO, and they have two children, Henry (28) and Mattie (23).

About Red Hat

Red Hat Inc (Red Hat), a subsidiary of International Business Machines Corp (IBM), is the world's leading provider of enterprise open source software solutions including core enterprise operating system platform, Red Hat Enterprise Linux (RHEL), application development, modernization and deployment, OpenShift, the Ansible Automation Platform, Red Hat AI, and other related Red Hat enterprise technologies. Red Hat develops solutions through its open-source software development and subscription basis and also provides consultancy, customer portal, training and certification services. Founded in 1993, and headquartered in Raleigh, North Carolina, Red Hat has operations in over 100 locations and 40 countries across the Americas, Europe, the Middle East, Africa, and Asia-Pacific.