



Guest Speaker Bio's

Melissa Sanchez, Government Sales Manager

M: (678) 794-3924

E: Melissa.Sanchez@ProLogicITS.com

Melissa is a passionate leader in Government Technology with 22+ years of experience; a cross set of skills resulting in successful customer growth leveraged by her extensive government sales background. Melissa serves as our Sales Manager specializing in Government Solutions for ProLogic ITS and is primarily responsible for the Government market strategy and managing a team of exceptional sales executives. During the last 22+ years she has worked with government agencies across the country, of varying sizes agencies including several among the 100 largest systems, on solution purchasing decisions as well as professional development modules. Melissa is technically skilled and leads her team by modeling best practices in solution selling. She is dedicated and passionate about providing solutions that not only help her customers but the community at large. It's her way of giving back; to provide solutions that help the law enforcement arrive home safely. She believes her role, even in a small way, makes the communities they serve safer at the end of the day.

Kenzie Erickson, Sales Account Manager – Government Solutions

M: (314) 642-7721

E: Kenzie.Erickson@ProLogicITS.com

Kenzie Erickson is a results-driven Sales Account Manager with professional experience supporting clients in public safety and government sectors. She brings a proven background in sales, project management, customer success, and proposal development—skills that position her as a strategic partner to clients navigating complex purchasing and implementation processes.

At ProLogic ITS, Kenzie focuses on delivering innovative technology solutions to government agencies. She is dedicated to understanding the unique needs of each organization, offering customized recommendations that enhance safety, efficiency, and long-term value. Her deep operational knowledge, gained from managing law enforcement technology deployments across the country, allows her to provide hands-on support throughout the sales cycle: from initial consultation to successful implementation.

Kenzie holds a Master's of Science in Criminology and Criminal Justice from The University of Tampa, where she also competed as a collegiate beach volleyball athlete. Her educational foundation in criminal justice, combined with her competitive spirit, fuels her passion for serving those who protect and support our communities.

Kenzie is passionate about building lasting relationships and empowering public sector clients with solutions that make a tangible impact in their communities. Her approach combines attentive service, detail-oriented execution, and a strong commitment to helping first responders and government teams achieve their mission-critical goals.