

Katherine Bruno Recognized by Influential Women 2025

WASHINGTON, DC, UNITED STATES, September 8, 2025 /EINPresswire.com/ -- Influential Women proudly highlights Katherine Bruno in its 2025 feature for being a performance-driven leader with a decade of experience in fast-paced individual contributor roles, primarily within the SaaS and consulting industries. As a top 10% sales performer, she has a proven track record of scaling out new go-to-market (GTM) products, enabling rapidly growing teams, delivering consistent results, and has a knack for navigating complex commercial sales cycles, often with C-Suite executives.

An esteemed alumna of Indiana University's Kelley School of Business (Class of 2015), Kat holds a triple major in marketing, management, and international business, complemented by her enriching experience of studying abroad in Barcelona. Currently serving as a Strategic Enterprise Account Executive at Quorum, Kat helps Government Affairs and advocacy teams work smarter and move faster by mapping, tracking, changing, and reporting on the policy landscape. Her professional journey also includes senior roles at organizations like BlueVoyant, ISS Corporate Solutions, and Gartner, where she specialized in corporate compliance, third-party risk management, and sustainability topics, advising executives in North America and Canada on their mission-critical priorities. Not only is Kat a standout in her field, but she is also an active member of Women in Government Relations (WGR), an all-female inspirational leadership group dedicated to empowering women in advocacy and government relations.

Kat's expertise lies in developing meaningful relationships with prospective buyers and influencers, enabling her to deliver insightful information to address pressing business challenges. She consistently demonstrates strong interpersonal and organizational skills, and her collaborative nature makes her a valued team member and leader. Her ability to forge



connections and inspire trust is a testament to her understanding that at the core of any successful transaction lies a genuine relationship.

When asked what she attributes her success to, Kat credits much of it to her father, who instilled in her a self-starter and performance-driven mindset. This foundation has empowered her to focus on delivering consistent results and to approach challenges with vigor. “Once I commit to something, I am full throttle,” she says, reflecting her relentless drive. Kat also acknowledges the invaluable role of both her former and current colleagues, whose constructive feedback and collaborative brainstorming sessions have pushed her to constantly ask, “How can I be better?” and “What’s next?” Her belief that “success requires a village” highlights her dedication to surrounding herself with like-minded, hardworking individuals who share a positive mindset. Being in the company of other successful people motivates her to strive for even more.

The best career advice Kat has ever received is simple yet powerful: “Control what you can control.” In today’s world—characterized by high anxiety due to political instability, economic uncertainty, social pressures, and environmental concerns—this advice has been grounding for her. Kat first received it during her time at Gartner, and it has remained a guiding principle that she repeats to herself regularly when feeling overwhelmed or unsure. “This mindset has helped me manage anxiety and maintain focus,” she shares.

To young women entering her industry, Kat offers three key pieces of advice: First, find mentors and build a strong support network, as these individuals will provide guidance, open doors to new opportunities, and offer encouragement during difficult times. Second, master the art of building relationships—sales may be competitive, but interpersonal connections with colleagues, clients, and prospects are the key to building trust and navigating complex deals. Finally, always remain positive; the most successful people are resilient, viewing every “no” as one step closer to a “yes.”

Kat highlights the rapid advancement of technology as both the biggest challenge and the greatest opportunity in her field. She points specifically to artificial intelligence (AI), noting concerns over bias, data privacy, and misinformation. While these challenges have led to declining demand in some areas, the supply of AI technology continues to surge, creating significant opportunities, particularly within the government affairs space.

As for the values that guide her, Kat emphasizes integrity, respect, curiosity, and balance. Integrity fosters trust and authenticity, while respect ensures positive relationships and accountability across diverse perspectives. Curiosity keeps her open to growth and change, and balance allows her to prioritize mental health and maintain a healthy work-life integration. Kat firmly believes that when she is at her best personally, she is better equipped to uplift and support those around her.

Beyond her professional achievements, Kat is an avid self-starter who enjoys a variety of personal passions that enrich her life. In her free time, she can be found traveling, gardening,

baking, and cooking. She also has a love for DIY house projects and cherishes spending time with her new Australian Shepherd, Kona.

From leadership mentoring to community advocacy and a commitment to growth, Katherine Bruno embodies resilience, innovation, and intention in everything she does. Her diverse interests not only showcase a well-rounded and dedicated personality but also reflect her commitment to fostering connections and inspiring others both in and out of the workplace.

Learn More about Katherine Bruno:

Through her Influential Women profile, <https://influentialwomen.com/profile/katherine-bruno>

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