



Ray Townsend - Cohere

Ray is the Senior Partner Manager for the Canadian Public Sector at Cohere. He manages the relationships and channel sales for hyperscalers, system integrators, and OEMS for Cohere's end-to-end AI solutions across federal, provincial, and municipal clients. Areas of focus include Defence, Health Care, and Higher Education.

His experience in Defence and Aerospace spans 30 years, having completed 23 years of service as an RCAF pilot and acted as Regional Director Canada for Lockheed Martin Space and Chief of Operations at Lockheed Martin Canada. He is also an active RCAF reservist.

Ray is an alumnus of the Royal Military College of Canada, holding an Honours degree in Commerce and Economics, a Master's in Security and Defence Management and Policy, as well as a Master's in Defence Studies.