

# Carbon Black Appoints New German Regional Sales Director

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Appointment follows Carbon Black's expansion in EMEA with both partner and customer numbers increasing rapidly in the region

Maidenhead, UK – 11th April 2017— Carbon Black, the leader in next-generation endpoint security, today announced it has appointed sales expert Volker Sommer to head its German regional sales activity. This appointment comes as Carbon Black expands its global reach and builds up its customer base across the EMEA region.

Volker Sommer will serve as Carbon Black's German Regional Sales Director. He brings an enviable track record spanning over 20 years in software sales roles including for the likes of Symantec, Quest/Dell and Veeam.

Volker is joining Carbon Black from his role as Head of Group Sales at Allgeier – a leading stock exchange-listed German IT service management company. Prior to his role at Allgeier, Volker worked at Veeam Software in Munich in a dual role as both the German Country Manager and as the Sales Director Strategic Enterprise Sales EMEA.

Volker has an unparalleled track record of managing and growing high performing sales teams. At Veeam Volker grew double digit growth year on year in his Country Manager role as well as in his Enterprise Director role. Furthermore, he set up and built the strategy for the enterprise market for Veeam in EMEA laying the foundations for the company's rapid growth within the region.

Mark Reeves, VP for EMEA Sales at Carbon Black said: "Volker is a proven leader and expert at developing sales in the German territory and beyond, and he comes to us with extensive experience and hands-on sales territory and sales management skills. With the recent launch of our streaming prevention technology, and with new channel partners being signed up across the region, we are now well set up to build significant momentum and opportunities in the market. I am looking forward to working with Volker very much and we are excited for what the next year will entail in Germany and in the EMEA region as a whole."

Volker Sommer, Regional Sales Director, DACH at Carbon Black said: "Traditional AV products are failing to deliver the improvements needed to protect organisations against modern threats. As a result there is currently high demand from customers for a leading NGAV solution. I was hugely impressed by the fact Carbon Black was recently named a Visionary vendor in the Gartner Magic Quadrant for Endpoint Protection Platforms (EPP). We have a significant opportunity this year to tell our customers and the market about the need for next-generation anti-virus solutions to replace the failing traditional AV solutions. I believe this will help Carbon Black to grow market share and I am delighted to be driving the sales strategy for Carbon Black in DACH."

About Carbon Black

Carbon Black is the leading provider of next-generation endpoint security. Carbon Black's

Next-Generation Antivirus (NGAV) solution, Cb Defense, leverages breakthrough prevention technology, streaming prevention, to instantly see and stop cyberattacks before they execute. Cb Defense uniquely combines breakthrough prevention with market-leading detection and response into a single, lightweight agent delivered through the cloud. With more than 7 million endpoints under management, Carbon Black has more than 2,500 customers, including 30 of the Fortune 100. These customers use Carbon Black to replace legacy antivirus, lock down critical systems, hunt threats, and protect their endpoints from the most advanced cyberattacks, including non-malware attacks.