

# Carbon Black Appoints New DACH Channel Manager

Submitted by: C8 Consulting

Friday, 28 July 2017

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

Reading, UK — 2th July, 2017 — Carbon Black, the leader in next-generation endpoint security, today announced it has appointed channel expert Ciara Feeny to a new role as DACH Channel Manager. This appointment comes as Carbon Black expands its global reach and builds up its customer base across the EMEA region.

Ciara joins Carbon Black to lead the identification and engagement of channel partners across the DACH region. Prior to this, Ciara enjoyed a twelve-year spell at IT Security company Trend Micro, where she most recently served as the Distribution Sales Manager Germany. Having held this role since July 2012, the knowledge Ciara brings will play a significant role in helping Carbon Black develop its strategy and sales leads in the region. During her tenure with Trend Micro Ciara also held the roles of Head of Channel & Inside Sales International Markets (Nordics, Med and EEUR), Regional Sales Manager and Distribution Account Manager EEUR. Prior to that she held positions at Apple and Quantum Peripheral Products.

The appointment of Ciara Feeny follows on from appointments this year of Volker Sommer and Miles Rippon as German Regional Sales Director and EMEA Channel Director respectively. Ciara will work closely with both to develop Carbon Black's channel marketing strategy in the DACH region.

Volker Sommer, Regional Sales Director, DACH at Carbon Black said: "Ciara comes with a strong pedigree in the Channel and the Security space having spent the last twelve years at Trend Micro in roles ranging from Renewal Account Manager, Partner and Distribution Management and wider regions, including Eastern Europe. I'm delighted to have Ciara join the team, her background, language skills and detailed knowledge of the local partner community and strong understanding of endpoint will fast-track us in developing the right relationships in our DACH market. Ciara's experience will be hugely valuable for us as we rapidly grow our presence in the EMEA region at Carbon Black."

Ciara Feeny, DACH Channel Manager at Carbon Black said: "I am delighted to join a rapidly growing team in the DACH region and to take responsibility for increasing Carbon Black's channel presence in the region. I am hugely impressed by Carbon Black's ambition, products and what it can offer to customers in the DACH region to help protect their endpoints against evolving threats that traditional AV cannot address."

## 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 9 million endpoints under management, Carbon Black has

more than 3,000 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.

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