

Former Microsoft and Channel Sales Veteran Victor Gureghian Baez Joins Carbon Black to Lead Worldwide Channel Sales

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Reading, UK, 8th November 2017: Carbon Black, the leader in next-generation endpoint security, has named Victor Gureghian Baez as its new Vice President of Worldwide Channels. Baez will lead channel revenue and growth as well as expansion of the company's global reseller footprint and incident response programme as Carbon Black continues to accelerate its Predictive Security Cloud rollout. Baez joins Carbon Black from Microsoft where he most recently managed Global Distribution and Indirect Channels and helped accelerate growth of the Cloud Solution Provider programme.

"As more organisations worldwide migrate to the cloud, we are seeing channel partners transform to more service-based business models," said Thomas Hansen, executive vice president and chief revenue officer at Carbon Black. "Victor's deep global experience and success in enabling the channel to leverage the cloud will help strengthen our position as the leading global endpoint security provider."

Baez has more than two decades of experience in international channel enablement and growth for large global enterprises. Before joining Carbon Black, Baez led Microsoft's worldwide distribution and indirect channel efforts. In addition, Baez and his team also drove growth for both the SMB and midmarket channels for Microsoft in Latin America. Baez has also held sales management roles for Belkin in Latin America and for Netgear in Latin America, Asia Pacific and China and Tech Data in the Americas and Europe.

Over the year, Carbon Black has expanded its worldwide channel footprint with more than 90% of all sales driven through the channel. In addition, the company has also ticked several channel milestones including:

Strengthened partner portfolio with 75 MSSP/IR partners worldwide.

More than 50% of Carbon Black MSSPs have been featured in the most recent Gartner Magic Quadrant, including IBM and Secureworks

With our IR partnerships Carbon Black technology has helped perform a combined 340 incident response engagements this year.

Carbon Black was recognised with a five-star rating from The Channel Company's CRN® 2017 Partner Program Guide and was also listed on CRN's "2017 Security 100: 20 Coolest Endpoint Security Vendors."

(<http://www.crn.com/slide-shows/security/300084027/2017-security-100-20-coolest-endpoint-security-vendors.htm/pgno/0/2>)

"Carbon Black has aligned the right resources, support and expertise behind its Predictive Security Cloud, a truly world-class platform that will enable our partners to quickly add new services and expand their market to drive new revenue and improve margins," said Baez. "I am thrilled to be joining a team that has proven its investment in both its partner ecosystem and, by extension, to its customers around the world as security becomes mission-critical in today's business operations."

About Carbon Black

Carbon Black is the leading provider of next-generation endpoint security. With more than 13 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. For more information, please visit www.carbonblack.com (<https://www.carbonblack.com/>) or follow us on Twitter at [@CarbonBlack_Inc](https://twitter.com/CarbonBlack_Inc). (https://twitter.com/CarbonBlack_Inc)

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