

Riverbed Appoints Andy Elder as Senior Vice President Sales in EMEA

Elder brings 25+ years of industry expertise to help drive the Company's continued growth and transformation across EMEA

Riverbed Technology has appointed Andy Elder as Senior Vice President (SVP) of Europe, the Middle East and Africa (EMEA), reporting to Paul Mountford, Senior Vice President and Chief Sales Officer at Riverbed. Elder will be responsible for the company's sales strategy and go-to-market execution in EMEA and will lead the team to drive and accelerate the next wave of growth across the region.

"We have a huge opportunity in EMEA and Andy joins the company at a very exciting time as organizations around the world are driving cloud-first and digital transformation strategies and are turning to Riverbed for next generation, software-defined networks," explains Paul Mountford, Senior Vice President and Chief Sales Officer at Riverbed. "Andy's proven inspirational leadership and worldwide experience in sales and business development, makes him an ideal leader to drive further adoption of our solutions which deliver superior network agility, end-to-end visibility and cloud performance to our customers and partners."

Elder joins Riverbed from Intel Security, where he was President EMEA, responsible for go-to-market and operations for 100 countries and during his two-year tenure he led Intel Security to become the #1 security vendor in EMEA. Before that, Elder spent three years at Intellectual Ventures as Executive Vice President of Global Licensing of intellectual property and invention rights. He spent 13 years at Cisco in many roles, including Vice President of Global Sales for the Sports and Entertainment division. Elder also held a couple of positions at 3Com earlier in his career.

"Riverbed is leading the way in providing innovative next-generation technologies such as SD-WAN (software-defined wide area networking) for cloud networking, and the most complete end-to-end visibility solution spanning networks, apps and end users," said Andy Elder, Senior Vice President Sales, EMEA at Riverbed. "It's a privilege to join Riverbed and I look forward to being part of a talented team to drive business success and results with our partners in EMEA, and deliver industry-leading solutions for the cloud that accelerate digital transformation initiatives for our customers."