

# Beyond Security Appoints New Senior Director North American Sales

CUPETINO, CALIFORNIA, UNITED STATES, June 23, 2017 /EINPresswire.com/ -- Cupertino, CA June 20, 2017 – [Beyond Security](#), a leading provider for automated security testing solutions including vulnerability management, announced the appointment of Jim Quinlan as the Senior Director of Sales for North America.

Quinlan joins Beyond Security from Net Edge Partner where he served as Executive Director of worldwide sales and consulting. As beyond Security continues to enhance its world-class organization and operations, Quinlan will serve a strategic role in scaling the company's sales and partner outreach within North America to meet growing customer demand.

As the leader of the North America sales organization, Quinlan will focus on evolving the go-to-market team to grow revenue and profitability. He will also be responsible for navigating the rapidly evolving SMB, mid-market, enterprise and channel sectors, identifying new areas for expansion, and owning the vision, strategy and team execution to ensure Beyond Security is aligned with these markets.



"Jim is a true sales professional, and we're very excited about his decision to join Beyond Security to lead the North America sales organization. Jim's leadership and ability to refine and hone execution will be key in our efforts to drive increasing revenue, productivity and profitability for Beyond Security and our partners," said Aviram Jenik, CEO and Founder of Beyond Security.

A graduate of Purdue University's HSSE/Communications and Organization Management school and with more than 20 years of sales leadership experience, Quinlan has played a key role in strategic sales planning and execution as well as scaling products and services revenue within his sales organizations. He brings with him an impeccable reputation for building and motivating high-performance sales teams. Prior to joining Beyond Security, Quinlan served in various Sr Sales roles including, Sr Director Net Edge Partners, Vice President of sales for ABB/Power One, Director of Sales for Artesyn Technologies and Vice President of Sales for MMC/SPI.

"Beyond separates themselves from the pack by offering rapid deployment, ease of use and best in class reporting, demonstrating detailed practice improvements with highly customizable and user-friendly reports. I look forward to working closely with our customers, partners and sales organization to help solve the needs of enterprises and maximize the value of IT investments in end-user organizations," said Quinlan.

Beyond Security is a leading worldwide security solutions provider. It's testing tools accurately assess and manage security weaknesses in networks, applications, industrial systems and networked

software. Beyond Security's product lines include, AVDS for network vulnerability management and beSTORM for software security testing, which can help secure network and applications and comply with the security policy requirements that exceeds industry and government standards.

Founded in 1999, Beyond Security's solutions are essential components in the risk management program for many organizations worldwide. With the headquarters located in Cupertino, California, Beyond Security's distributors and resellers can be found in North and South America, Europe, Asia, Africa, the Middle East and Australia.

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