TENEX.ai Taps Paul Kleinschnitz to Lead Its Next Phase of Global Growth

Veteran revenue executive has helped scale cybersecurity companies from tens to hundreds of millions and shares TENEX's passion for defending the good guys

SARASOTA, FL, UNITED STATES, September 22, 2026 /EINPresswire.com/ -- TENEX, the fully-agentic, human-led security operations provider, today announced the appointment of Paul "PK" Kleinschnitz as President of Global Revenue. A cybersecurity industry veteran and proven growth executive, Kleinschnitz brings more than two decades of experience building global go-to-market organizations, opening new markets and scaling cybersecurity companies through rapid growth.

Kleinschnitz will lead TENEX's global revenue strategy and execution as the company scales adoption of its fully-agentic security operations platform and services. He brings a distinctive combination of go-to-market creativity and operating rigor, with experience spanning enterprise sales, strategic alliances, channel development, customer growth and international expansion.

"PK knows how to turn market opportunity into durable growth," said Eric Foster, founder and CEO of TENEX. "He has repeatedly built high-performing teams, forged powerful partnerships and scaled cybersecurity companies through critical stages of growth. And more importantly, he shares our passion for defending the good guys. PK understands that winning in cybersecurity requires more than a great product—it takes relentless execution, genuine customer commitment and a team united around a shared purpose."

Most recently, as Chief Revenue Officer at Onapsis, Kleinschnitz helped drive record customer acquisition, strengthen strategic alliances and expand the company's global go-to-market leadership team. Previously, at Corelight, he helped nearly double annual recurring revenue. Across executive roles at BlueVoyant and Coalfire, he also played a key role in scaling cybersecurity businesses from tens of millions to hundreds of millions in revenue.

"TENEX is taking on one of cybersecurity's defining challenges: giving defenders the speed and scale to stay ahead of attacks without removing human judgment and accountability," said Kleinschnitz. "The company has assembled extraordinary technology, deep security expertise and a clear mission. I'm excited to help lead TENEX through its next phase of growth and fight evil by enabling good."

TENEX delivers fully-agentic security operations across customers' existing technology environments, automating repetitive and time-intensive workflows while experienced human analysts retain oversight of critical decisions. Its AI-native approach helps security teams investigate every alert, respond at machine speed and direct human expertise toward the threats and decisions that matter most.

About TENEX
TENEX.ai delivers fully-agentic, human-led security operations built by operators who have previously scaled MDR and founding engineers from Google Chronicle and leading AI labs. TENEX serves enterprise customers across the Google and Microsoft security ecosystems. Its Agentic Security Operations platform automates security workflows across the existing technology stack, with experienced human analysts providing oversight, judgment and accountability for critical decisions. Backed by Crosspoint Capital Partners, Shield Capital, DTCP, Deepwork Capital and the Florida Opportunity Fund, with its seed round led in 2025 by Andreessen Horowitz (a16z), TENEX is headquartered in Sarasota, Florida, with offices in Overland Park, San Jose and Phoenix. Learn more at TENEX.ai.

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