

WOBURN, Mass.--([BUSINESS WIRE](#))-- [Kaspersky Lab North America](#) announced the appointment of John Murdock to the position of Vice President, Channel Sales. In this role, John is responsible for overseeing and managing the strategy, tactics and programs of the channel sales organization across North America. In addition, he is responsible for maintaining and increasing Kaspersky Lab's current partner community and leading a team of channel sales professionals. John brings more than 18 years of channel sales leadership experience in the software industry. He will report to Chris Doggett, Managing Director.

Prior to joining Kaspersky Lab, John most recently served as Senior Director, Worldwide Channel Sales Programs at Juniper Networks, where he was responsible for key strategic initiatives such as designing and implementing partner programs and strategies to drive growth, differentiation and increased market share with channel partners. Prior to Juniper, John served as Director of Sales at Extraprise where he landed numerous multi-million dollar accounts. Throughout his career, John has demonstrated success in growing revenue through partnerships and channels, with particular expertise in the SMB and enterprise commercial markets.

John joins Kaspersky Lab on the heels of a new strategic initiative for expansion in the enterprise IT security market. The company [recently announced](#) several new security technologies, planned solutions and business strategies that will guide its growth throughout the year. John's background and experience put him in a strong position to help lead the charge into the enterprise space, while expanding Kaspersky's channel program and growing its partner community.

Quotes

Chris Doggett, Managing Director Kaspersky Lab North America "One of the most important jobs of a Channel Chief is listening to what partners need and delivering on that feedback. This is one of John's top priorities, making him a prime example of Kaspersky Lab's continued commitment to the channel. John is well-versed in all segments of the sales engine: with his channel experience and proven success in the SMB and enterprise space, he brings invaluable know-how to Kaspersky during this exciting time of growth and expansion. We're confident that his enthusiasm, expertise and drive will bring tremendous value – not only to the organization, but to our partner community as well."

John Murdock, VP, Channel Sales Kaspersky Lab North America “Kaspersky Lab has a strong reputation for being a top provider of endpoint solutions and having a top tier channel program. Those factors, coupled with a clear vision for future success and growth, are what attracted me to join the company. I’m looking forward to digging in and building on the already strong foundation that is Kaspersky’s channel program by listening to and getting to know our partners, delivering on their needs and continuing to fuel our businesses together.”

About Kaspersky Lab

Kaspersky Lab is the world’s largest privately held vendor of endpoint protection solutions. The company is ranked among the world’s top four vendors of security solutions for endpoint users. Throughout its more than 16-year history Kaspersky Lab has remained an innovator in IT security and provides effective digital security solutions for large enterprises, SMBs and consumers. Kaspersky Lab, with its holding company registered in the United Kingdom, currently operates in almost 200 countries and territories across the globe, providing protection for over 300 million users worldwide. Learn more at www.kaspersky.com*

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** The company was rated fourth in the IDC rating Worldwide Endpoint Security Revenue by Vendor, 2012. The rating was published in the IDC report "Worldwide Endpoint Security 2013–2017 Forecast and 2012 Vendor Shares (IDC #242618, August 2013). The report ranked software vendors according to earnings from sales of endpoint security solutions in 2012.*

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Written by Australian Business

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