

DiscoverOrg Expands Executive Team with Enterprise Software Finance Leader

Written by Australian Business

VANCOUVER, WA, October 05, 2013 **/24-7PressRelease/** -- DiscoverOrg, <http://www.discoverorg.com>, a three-time Inc. 500 recipient and provider of technology sales and marketing intelligence tools used by the top IT vendors in the country, has named former Division Controller of Yesmail Mark Irwin as its new Vice President of Finance and Controller.

"Given our continued rapid growth and addition of new customers, now at over 950, we felt it was vital to fill this key leadership role in order to keep up with the strong demand for our services," said Michelle Milner, Director of Operations and Talent for DiscoverOrg.

Irwin was most recently the Division Controller of Yesmail, an enterprise email marketing software and service provider. Prior to Yesmail, he was a Division Controller for ACS, a Business Process Outsourcing and IT outsourcing division of Xerox, and an auditor at PriceWaterhouse Coopers. Irwin holds a bachelor's degree in accounting from the University of Oregon's Charles H. Lindquist College of Business.

"We are pleased to welcome Mark as a member of our leadership team," said Henry Schuck, Co-Founder and Chief Revenue Officer of DiscoverOrg. "His knowledge of the enterprise software space, along with his strong financial background, will prove invaluable in his new role here. We look forward to Mark's contributions to our leadership team as we continue our growth and expansion plans."

About DiscoverOrg DiscoverOrg is the leading sales and marketing intelligence tool used by the top IT vendors, staffing companies and consultants targeting IT departments of Fortune-ranked, Mid-Market and SMB companies in North America. Offered in the form of a constantly refreshed database, DiscoverOrg specializes in mapping out the IT org charts of 16,000 companies complete with verified email addresses, direct-dial phone numbers, reporting structure, IT project updates and technology installed base. Each of the over 260,000+ IT decision makers in the DiscoverOrg database are updated and refreshed by the company's team of 80+ in-house researchers at least once every 90 days, enabling customers to reach the right person at the right company with the right message. For more information, please visit <http://discoverorg.com>.