

VMRay, a Leader in Malware Analysis and Detection Tools, Welcomes Ilijana Vavan as Vice President, Sales

London, England — April 15, 2020 Renovata & Company is pleased to announce the placement of Ilijana Vavan as vice president, sales for VMRay, a leading innovator and developer behind the next generation of malware analysis and detection tools. In late 2019, VMRay completed a Series B investment round led by Digital+ Partners, and Vavan will lead the next phase of the company's commercial growth.

VMRay was founded in 2013 by Dr. Carsten Willems (CEO) and Dr. Ralf Hund—early pioneers in automated malware analysis and detection. The company, which has 60 employees and more than 100 clients throughout the U.S. and Europe, helps organizations of all sizes protect themselves against the growing global malware threat. VMRay's automated malware analysis and detection solutions enable the most security-conscious enterprises around the world to minimize business risk, protect their most valuable data, and safeguard their brands.

VMRay delivers third-generation sandboxing threat analysis and detection using advanced hypervisor-based dynamic analysis. The VMRay analyzer is platform-independent and highly scalable. By monitoring at the hypervisor level, the product is undetectable by malware running in the target operating system. VMRay works through channel partners and OEMs to deliver its solutions to leading enterprises around the world.

"Ilijana is a seasoned international executive who understands how to lead sales teams to exceed their targets through direct and indirect sales channels," says Thomas Jepsen, Renovata & Company partner. "She will play an integral role on the executive management team shaping and steering the company's strategy—by owning the commercial strategy, revenue plan and growth."

Prior to joining VMRay, Vavan was managing director of Kaspersky Lab, where she led the company's entire European business. Prior to Kaspersky, she was the senior sales director at Oracle with responsibility for sales growth in Germany and Switzerland. She has also built and led high-performing sales teams at Kontron, Saba Software and Juniper Networks as well as Kaspersky Lab from 2010-2012, when she served as managing director for Western Europe. Vavan spent most of her career at Microsoft, where she held a variety of senior leadership positions—including leading the organization's enterprise and partner strategy for Central and Eastern Europe.

About Renovata & Company

Renovata & Company is a global executive search and private equity advisory firm. We are trusted by financial sponsors, their portfolio companies and public corporations to deliver transformational leaders and valuable investment insights. Renovata & Company's executive search activities are focused on the most complex search assignments—board-level mandates which include board directors, CEOs, CFOs and other C-suite executives, as well as investment professionals and Operating Partners—and we provide strategic counsel to clients across the technology, digital, business services, industrial, consumer and retail sectors. Renovata & Company has relationships with over 50 of the top 100 private and growth equity firms globally. Our private equity advisory services include diligence support, backable executive introductions and deal sourcing delivered by our affiliate, L Capital Advisors. We also make equity co-investments alongside our private equity clients through our investment affiliate, L Capital. We are privately held and operate from five offices across two continents: Boston, Hamburg, London, New York and San Francisco. www.renovata.com

Contacts:

Thomas Jepsen
Partner
Thomas.Jepsen@renovata.com

Tilanie Salvador
Consultant
Tilanie.Salvador@renovata.com

Location:

Renovata & Company
41-44
Great Queen Street
London
WC2B 5AD
United Kingdom
+44 20 7440 4000
contact@renovata.com