

VMRay, a Leader in Malware Analysis and Detection Tools, Welcomes Marcus Conroy as Vice President of Sales, Americas

London, England — January 1, 2021 Renovata & Company is pleased to announce the placement of Marcus Conroy as vice president of sales, Americas 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 Conroy will lead the next phase of the company's commercial growth in the US.

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 80+ 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.

"Marcus will use his commercial and people-management skills to drive direct and indirect sales for all VMRay products in the US," says Thomas Jepsen, Renovata & Company partner. "He will play an integral part in shaping and steering the commercial strategy in the US, by owning the plan and its growth."

Prior to joining VMRay, Conroy was vice president of sales, Americas, for COFENSE, a computer and network security company. Before that, he spent nine years at Mimecast, including three years as vice president of sales, west and central US. He was also a sales director at Mimosa Systems, and worked several years as an account executive and manager for companies including Zantaz, Keynote Systems, Rational Software (now IBM) and Rockwell. He spent eight years in the United States Marine Corps, where he was a sergeant before entering the civilian workforce.

About Renovata & Company

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