

BIOGRAPHY

WERNER KNOBLICH SENIOR VICE PRESIDENT & GENERAL MANAGER RED HAT EMEA

Werner Knoblich joined Red Hat in 2003 and is responsible for developing and executing Red Hat's business strategy across EMEA. With full P&L responsibility, his primary focus areas are sales, marketing and services. Under Knoblich's leadership, the EMEA region has consistently exceeded financial targets, delivering innovative solutions to customer business challenges in both established and emerging markets. Goals for the region include building and implementing an effective go-to-market strategy, strengthening demand generation and field marketing capability, improving operational efficiency and creating a customer-centric culture.

Knoblich joined Red Hat in May 2003 as Head of Sales for Northern Europe. In 2004 he took over responsibility for sales in EMEA and in March 2005 he was promoted to Vice President and General Manager, Red Hat EMEA. Since May 2003, he has continuously grown the organisation's quarterly run rate, always achieving a growth rate that exceeds the company's overall growth.

Prior to joining Red Hat Knoblich spent over 6 years working in the IT Asset Management sector for MainControl and MRO in the USA. Knoblich began his sales career working for USU Softwarehaus in Germany.

