

Michael Sotnick

VP, GLOBAL CHANNELS AND ALLIANCES



Michael Sotnick is a channel veteran and was most recently Executive Vice President and Channel Chief at Moovweb. Prior to Moovweb, Michael was Vice President of Worldwide Channels and Alliances at Quest Software (acquired by Dell). He also served as Executive Vice President of Worldwide Field Operations at ActivIdentity, where he was responsible for all customer-facing operations including management of the direct sales and channel team.

Before joining ActivIdentity, Michael was the Senior Vice President of Small and Midsize Enterprise for SAP America, Inc. and was responsible for defining and executing SAP's channel and partner strategy. Additionally, he was the architect and execution leader of SAP America's multi-dimensional coverage model for this customer segment. This includes oversight of the SAP reseller channel and related operations.

Prior to SAP, Michael served as Vice President of Partner Sales for VERITAS Software

Corporation (acquired by Symantec in 2005). At VERITAS, Michael established the global multi-tier channel strategy and managed North American Partner Sales. He is a graduate of the University of Hartford in Connecticut.