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## WALLIX presents Markus Westphal as new Director for Central Eastern Europe and expands presence in Germany, Austria and Switzerland

WALLIX, a provider of solutions for managing privileged access for large and medium enterprises takes serious steps to foster its position in Europe. After announcing a [33 percent growth](#) globally in 2015, WALLIX aims to continue its development in Germany, Austria and Switzerland. By hiring Markus Westphal, an experienced sales leader, WALLIX has found the matching leader for the regional team.

Markus Westphal is on board since March 2016 to boost the expansion in DACH and Eastern Europe. He will join Walter Karl, pre-sales manager of WALLIX in Germany to lead a four collaborators' team dedicated to the DACH market. He brings in 15 years of experience from different leading IT security vendors. Before joining WALLIX, he led several international vendors to the road of success in DACH. He held leading positions at companies like Qualys, Sophos, Kobil Systems, SIX Telekurs or Wave Systems. Through his skills in IT security and enterprise software he has proven his ability to development channel driven sales networks and successfully establish companies on the German-speaking market.

"I am glad to take this new challenge. As French company, WALLIX knows and understands the demands of its next-door neighbours. Our certified solutions with great references, decision-making processes and the overall spirit of our company are perfectly suited to answer the needs of new customers and convince the market in our region" says Markus Westphal. "Our channel program will help to set up a highly-efficient partner-based sales network and the Wallix AdminBastion Suite fills in a market gap. We as a team are confident to succeed."

"Germany is a key priority for our growth strategy and I am happy that we have been able to put quickly together a team with such people. With Walter Karl and Markus Westphal, we have completed a high level union of engineering, sales and business development knowledge" says Jean-Noël de Galzain, President of WALLIX. "Members of our new DACH team are seen as experts in their field and gained their reputation for good reasons. It is great to feel them committed in our approach."

WALLIX has taken first steps on the German speaking market in autumn 2015 and is committed to continue its growth in the DACH region. With an own team, a new channel program and first customer references in the region, the stage has been set to deliver results in the short and medium term.



## ABOUT WALLIX

WALLIX, [www.wallix.com](http://www.wallix.com), is a software company offering privileged access management solutions for large and medium sized enterprises, public organizations and cloud service providers, helping their many customers to protect their critical IT assets including data, servers, terminals and connected devices.

Wallix AdminBastion Suite (or WAB Suite) gives the most effective route to security and compliance by reducing its users' biggest security risk – privileged access to IT – in the shortest possible time. With an unobtrusive architecture, full multi-tenancy, and virtual appliance packaging, WAB Suite is the easiest solution in its category to implement, use and manage. Defined and praised by SC Magazine as a "unique approach to the entire privileged account management problem", the solution received a five-star rating by the cyber-security expert as well as the mention "Best Buy". Its best of breed features which include password management, web access portal, access control and comprehensive session monitoring and recording can be deployed easily and securely on premise or in a hybrid cloud environment.

WALLIX is a public company listed on AlterNext, with a strong customer presence in EMEA. WALLIX has offices in Paris, in Munich and London. Over 300 companies trust WALLIX to secure their IT systems, including Alain Afflelou, Danagas, Dassault Aviation, Gulf Air, Maroc Telecom, McDonald's, Michelin, PSA Peugeot-Citroen and Quick.

For more information, go to: [www.wallix.com](http://www.wallix.com)

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