

# JIM ADAMS

// Vice President, Worldwide Channels

Jim Adams is the Vice President of Worldwide (WW) Channels at Adlumin, a cybersecurity technology firm that focuses on revolutionizing the way financial institutions secure sensitive data and intellectual property and achieve their compliance objectives through its security and compliance automation platform.

Prior to joining Adlumin, Adams was the Head of WW Channels and Alliances for CloudBolt Software, a cloud automation and orchestration solution for hybrid and multi-cloud environments. At CloudBolt, he built and launched their Partner Resale and Managed Service Providers (MSPs) Program, and signed alliance relationships with Amazon Web Services (AWS), Microsoft and Google.

Before CloudBolt, Adams spent 20 years at Cisco Systems, where he held a variety of Sales and Channel Sales leadership roles across the Americas and at the WW level. He built and ran a cybersecurity channels teams for the Americas, supporting more than 1,000 resellers with revenues in excess of \$800M. In his last role at Cisco, Adams built and led a WW sales organization selling Enterprise License Agreements in support of the company's transition to a recurring revenue model for cybersecurity software.

Adams has 28 years of Sales and Channel Sales leadership experience and has been involved in cybersecurity for the past 12 years as well.



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*I am truly excited to be part of the team here at Adlumin and to be responsible for growing and executing on our partner strategy.”*