

/ **JIM ADAMS**

SVP, Worldwide Sales & Channels at Adlumin Inc.



Jim Adams is the Senior Vice President of Worldwide (WW) Sales and Channels at Adlumin, Inc., a cybersecurity technology firm that focuses on revolutionizing how corporate institutions secure sensitive data and intellectual property while achieving compliance objectives through its managed security services 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.