



Vault America

Data Protection & Availability

Vault America Expands Team, Continues Focus on Channel Growth

Data Protection and Availability Vendor Adds Channel Development Manager, virtual CMO

Boston, September 2018—[Vault America](#), a data protection and availability vendor, is expanding its team, adding the channel expertise of **Robin Miller**, who will join the company as its new Channel Development Manager. Miller brings nearly 15 years of channel experience to the role, having worked with managed services community mainstays N-Able Technologies and Level Platforms. She most recently served as the channel development manager with GMS Live Expert, where she was responsible for growing that vendor's partner pipeline and raising visibility of GMS in the channel. She also worked closely with the GMS sales team to identify and recruit new customers.

"We are excited to welcome Robin, with her deep understanding of the channel, to our team. I'm looking forward to working with her to continue building strong relationships with our partners and prospects so we can help them better serve their customers while building a profitable managed services business around our data protection and availability offerings," said Zak Karsan, CEO of Vault America.

"I'm looking forward to the challenge of getting to know our current partners and continuing to build on our reputation as we raise awareness of Vault America's value and commitment to our managed services customers," said Miller, who started with Vault America on Sept. 17.

Originally from Quebec, Miller earned her Bachelor of Arts with a focus on mathematics from University of Ottawa. Miller will work virtually from Charlotte, NC, where she lives with her husband and three children. Passionate about rescuing dogs, she is also very active in her community, volunteering with the PTA at her children's school and the local Girl Scouts.

Vault America also announced it is partnering with **Gennifer Biggs**, lead at [Generate Marketing & Communications](#), as its new virtual CMO. Generate will support Vault America's growth in the channel by driving engagement with both traditional and social media to share CEO Karsan's deep channel experience with customers and the greater channel.

About Vault America

Since 2004, Vault America has safeguarded customers' data and their businesses with automated and scalable hybrid cloud data protection and availability services, aligned under our four product pillars: backup, recover, archive and discover. Clients rely on Vault America's solutions to solve their data backup and disaster recovery, business continuity, compliant email and data archiving, and information discovery challenges, whether they are a small business, a multi-national corporation or somewhere in between. Vault America believes in delivering enterprise-grade performance and reliability without enterprise-level complexity and cost, because our customers' data is invaluable regardless of the company's size. www.vaultamerica.com

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