



## NetIQ to boost share in northern states with appointment of Karen Jacobsson

### **BENCH PR**

Melbourne, 22nd September: NetIQ, an Attachmate business, today announced the appointment of Karen Jacobsson as Northern Region Manager to assist customers in achieving greater value and efficiency from their IT and security investments.

With over 20 years local and international experience in senior roles in the ICT sector, Karen has helped many companies overcome their customer care, infrastructure and information challenges and improve their profitability.

Karen will oversee NetIQ's existing enterprise accounts and lead business development opportunities for the company's northern region territory. She will be responsible for servicing major accounts across the finance and banking, insurance and managed service provider industry verticals.

Karen will report to NetIQ regional director for Asia Pacific, Boris Ivancic, in addition to managing a pre-sales team for her region.

Prior to joining NetIQ, Karen was the Enterprise Account Manager at Progress Software, an application infrastructure software company where she was instrumental in securing \$1.1M in software license sales and \$300,000 in services to Commonwealth Bank.

Karen's other senior roles include Enterprise Account Director at Symantec (formerly VERITAS) selling availability and security solutions to the telecommunications industry; Asia Pacific Sales Director (Retail and Supply Chain Management) at Sun Microsystems and Account Director at Oracle Corporation selling Enterprise Resource Planning solutions.

According to Karen, organisations will face increased information protection challenges. "Security and compliance will play an increasingly important role for many organisations," said Karen Jacobsson. "NetIQ has the full spectrum of solutions and expertise to assist enterprises manage their security and I'm looking forward to demonstrating this to our customers and prospects in the northern region."

"Karen's experience will prove invaluable to NetIQ as we continue to help our customers achieve success while overcoming security and compliance issues. We are very pleased to have Karen on our team and look forward to increasing our market share further in Australia," added Boris Ivancic, regional director for Asia Pacific at NetIQ.

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#### About NetIQ

NetIQ is an enterprise software company with relentless focus on customer success. Our portfolio for managing Security and Compliance, Identity and Access, and Performance and Availability helps organisations cost-effectively tackle information protection challenges such as PCI DSS, HIPAA, SOX and NERC and manage the complexity of dynamic, highly-distributed application environments. For information on how our solutions yield

greater strategic value, business improvement and cost savings, visit [www.netiq.com](http://www.netiq.com).

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