

MICHAEL SOTNICK

VICE PRESIDENT PARTNERS, ALLIANCES, & BUSINESS DEVELOPMENT

Michael Sotnick is Vice President, Partners, Alliances, and Business Development at Pure Storage, responsible for revenue generation and advancing strategic relationships to maximize the company's growth and business impact.

He joined Pure in 2015 bringing a mix of infrastructure, application, security, and mobile experience combined with a career focused on multidimensional routes to market for software, hardware and subscription-based technology companies.

Prior to Pure, Michael was Executive Vice President at Moovweb and Vice President of Worldwide Channels and Alliances at Quest Software (acquired by Dell). He also served as Executive Vice President of Worldwide Field Operations at ActivIdentity.

Earlier, he was the Senior Vice President of Small and Midsize Enterprise for SAP America, Inc., responsible for defining and executing SAP's industry-focused partner strategy.

Prior to SAP, he served as Vice President of Partner Sales for Veritas Software. During his 10 years at Veritas, he led partner sales in both North America and EMEA.

Michael is the executive sponsor to Pure's Employee Resource Group for differently abled employees.

He holds a Bachelor of Science degree from the University of Hartford in Connecticut.

