Jared Hufferd

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EXECUTIVE SUMMARY

Sales executive with 25+ years building and scaling cybersecurity and AI infrastructure revenue organizations, from $0 to $250M+ in cumulative bookings. Track record of 300%+ YoY ARR growth, consistent over-quota attainment, and 5x team scaling in 12 months. Closed and expanded strategic accounts including OpenAI, Amazon, Roblox, eBay, Visa, SCE, Google, Apple, Salesforce, and DoD/MoD agencies across APAC. Deep domain expertise across NDR/XDR, SASE/Zero Trust, AI/GenAI security, and cloud security, from founding teams through public technology companies.

$250M+	**300%+**	**6 → 30+**	**25+ yrs**
cumulative bookings	YoY ARR growth, Corelight	team scaled in 12 months	security GTM leadership

CAREER HIGHLIGHTS

- 300%+ YoY ARR growth at Corelight, exceeding targets every quarter
- Scaled Pacific organization from 6 to 30+ in 12 months
- New logos: OpenAI, Amazon, Roblox; majority of DoD/MoD wins across APAC
- $0 to $20M annual SP revenue at NetScreen (Juniper)
- $0 to $10M ARR in 24 months at Stellar Cyber
- $0 to $250K in 60 days, $1.25M in 5 months at Ericom ZTEdge
- 60–90% of total company revenue from one region at ProtectWise and Vectra
- $5M Charter Communications deal, largest in ProtectWise history
- Vectra Salesperson of the Year (2015); Cisco MVP 2011–2014
- Two-time co-founder; exits to FireEye and Citrix

PROFESSIONAL EXPERIENCE

Corelight — Regional Vice President of Sales, Pacific (Americas West & APJ) 2025 – 2026
Network Detection & Response

- Delivered 300%+ YoY ARR growth, exceeding assigned revenue targets in every quarter
- Scaled regional organization from 6 to 30+ (AEs, SEs, CAMs, field marketing, TAMs) within 12 months
- Captured strategic new logos including OpenAI, Amazon, and Roblox; secured the majority of DoD/MoD wins across APAC
- Closed multiple seven-figure expansions; built forecasting rigor that held accuracy while beating targets

PRE Security — Vice President of Sales; Advisor 2024 – Present
GenAI SecOps Platform

- Built the company's first revenue-generating sales function and GTM motion from $0
- Closed six- and seven-figure enterprise opportunities in the platform's first year on market

Polymer — Global Head of Sales 2023 – 2024
Data Security for AI & SaaS

- Player-coach executive over sales, customer success, and field marketing; drove acquisition and market validation ahead of Series B

Ericom Software (Ericsson) — Vice President & GM, ZTEdge 2021 – 2022
Zero Trust / SASE

- Grew business-unit revenue from $0 to $250K within 60 days of launch and $1.25M in the first 5 months
- Built a service-provider-led GTM model for midsize enterprise and SMB markets

Stellar Cyber — Vice President of Sales, Americas 2018 – 2020
SIEM / Open XDR

- Scaled revenue from $0 to $10M ARR within 24 months for one of the industry's first Open-XDR platforms
- Built enterprise and channel playbooks adopted across North and South America

ProtectWise (acquired by Verizon) — Director, West 2016 – 2018
Network Detection & Response

- Built the #1-ranked region: ~60% of company revenue in year one, ~90% in year two
- Closed a $5M deal with Charter Communications, the only seven-figure deal in company history

Vectra Networks — Director, Global Service Providers 2014 – 2016
AI-Driven Network Detection & Response

- Built western U.S. and Asia from $0 into the top-performing regions two years running: 50% of company revenue in GA year one, 33% in year two
- Salesperson of the Year (2015)

Cisco Systems — Select Account Manager III 2011 – 2014
Enterprise Networking & Security

- Top-tier performance across a Fortune 2000 portfolio; Top Performer Award and MVP recognition every year

Fortinet — Major Account Manager 2009 – 2011
NGFW / UTM Security

- Multi-million-dollar deals with eBay, Google, Apple, Salesforce, Chevron, Genentech, NetApp, Oracle, PG&E, Zynga, and Xilinx

Secure DNA (acquired by FireEye) — Co-Founder, VP Sales & Business Development 2004 – 2008
Security Integration / MSSP / GRC

- Built revenue from $0 across three business units; negotiated an exclusive multi-million-dollar managed security partnership with Hawaiian Telcom
- Launched profitable 24×7 MSSP operations with dual SOCs; named one of Hawaii's fastest-growing IT companies (Pacific Business News & PwC)

Apere (acquired by Citrix) — Co-Founder, VP Sales & Business Development 2004 – 2008
Identity & Access Management

- One of 5 founders of the first cloud identity management appliance (later Citrix Cloud Gateway); built multi-million-dollar pipeline and first customer wins before GA

Sourcefire (acquired by Cisco) — VP West 2002 – 2003
Intrusion Detection & Prevention

- Built and launched western U.S. sales operations and channel ecosystem from $0

NetScreen Technologies (acquired by Juniper) — Director, SP Sales / Canada Country Manager 1998 – 2002
Enterprise & Service Provider Security

- One of the first outside sales hires; built service provider revenue from $0 to $20M annually
- Negotiated multi-million-dollar OEM agreements with AT&T Wireless, SBC, Cox, and Covad

DOMAIN EXPERTISE

AI Security & GenAI Infrastructure · SecOps · NDR · XDR · SIEM · SOAR · EDR · SASE · ZTNA · NGFW · SD-WAN · Cloud: AWS · Azure · GCP · OCI · IAM · CIAM · PAM · MFA · OT / ICS / IoT · Email Security · Vulnerability Management

LEADERSHIP & GTM

MEDDIC / MEDDPICC · Challenger · Predictable Forecasting · RevOps Specialist · Running Full P&L · Cybersecurity GSIs, Channel & SP Partnerships · Team Building & Scaling · Board-Level Presentations · Salesforce · Clari · HubSpot