NETSCOUT™

Tony King

Senior Vice President, Worldwide Sales Arbor Security

Tony King is NETSCOUT's Senior Vice President, Worldwide Sales for the Arbor Security Business Unit and has overseen the sales organization since 2013. Mr King is responsible for directing all the business unit's global sales on both service provider and enterprise markets via Arbor's global channel. Under Mr King's direction and leadership, Arbor has built a uniquely open, collaborative and International culture that has resulted in strong and sustained revenue growth.

He came to NETSCOUT through the Danaher Communications Acquisition in 2015 as Vice President of Global Sales, focused on maintaining market leadership in DDoS detection/mitigation and strengthening the Global Channels to market. The business unit protects the world's largest networks with 55% of the revenue coming from ASIA, EMEA and LATAM.

He has over 30 years of Networking/Security/Telecom sales and sales leadership experience globally. Prior to joining NetScout Mr King has held various roles within Arbor Networks, in his previous role as our VP EMEA, Tony was directly responsible for driving revenues and building out the EMEA team over a successful 5-year period. Before joining us in 2003, Tony served at Avici Systems as Sales Director. Prior to that he worked for Ericsson's Datacom division as Regional Sales Director.

https://www.netscout.com/executive-team/tony-king