NETSCOUT™

John Downing

Senior Vice President, Worldwide Sales Operations

John W. Downing has served as NetScout's Senior Vice President of Worldwide Sales Operations since 2007. In this role, Mr. Downing is responsible for directing our sales leadership in both the service provider and enterprise markets. Under Mr. Downing's direction, we have reported strong revenue growth and built vibrant, long-term relationships with leading telecommunications service providers, government agencies, and many of the world's largest corporations.

Mr. Downing joined NetScout in 2000 as Vice President, Sales Operations, instituting and refining key go-to-market programs and sales processes that have underpinned the Company's four-fold revenue growth during the past fourteen years. Prior to NetScout, from April 1998 until September 2000, Mr. Downing served as Vice President of Sales at Genrad Corporation, a $300 million manufacturer of electronic testing equipment and production solutions, where he was Vice President of North American Sales from January 1996 until March 1998.

Mr. Downing earned a Bachelor of Science in Engineering in Computer Science and Applied Mathematics from Tufts University and a Master of Business Administration from Suffolk University.

http://www.netscout.com/executive-team/john-downing