

PRESS RELEASE

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Andreas Senn joins InfoGuard as Sales Manager Austria to drive expansion in Austria

The Austrian market is developing successfully, with a focus on the areas of managed, cyber defence and incident-response services. With the rapid growth in both demand and the customer base, the Swiss cyber security expert has been recruiting additional staff: Andreas Senn took charge of all sales activities in the Austrian market as Sales Manager Austria on 1 April 2024. Senn joins InfoGuard from Mandiant.

InfoGuard has successfully gained a foothold in Austria: after the Vienna branch was opened in December 2022, the company successfully established its subsidiary last year with a view to expanding its customer base, which ranges from SMEs to large companies. Key drivers for this are the positive development and sharp rise in demand for incident-response and SOC services. InfoGuard is focusing on further staff growth to meet both the increasing demand and to be able to provide even better and more personalised support for customers.

Portrait of Andreas Senn

By recruiting Andreas Senn, InfoGuard – the Swiss expert in comprehensive cyber security – has acquired an extremely experienced and well-connected specialist. Senn has many years of operational and strategic management experience in tech companies. He has extensive knowledge in the development and implementation of go-to-market strategies. Among other things, he worked as Regional Director and Sales & Marketing Director for a range of IT companies. For the past nine years, he has been Country Manager Austria at Mandiant, a global leader in incident response.

Full focus on managed, cyber defence and incident response services

In his new role at InfoGuard, Senn will focus entirely on further expanding and developing the customer base and sales activities for the areas of managed, cyber defence and incident-response services. His declared aim is to fulfil customers' individual security requirements to the highest degree and to effectively protect their companies against cyber threats. "InfoGuard has developed considerably in recent years, enjoys an excellent reputation throughout the DACH region and stands for the highest level of protection. I'm convinced that this latter aspect will be achieved through the unique combination of highly professional managed detection & response (MDR) and one of the most experienced incident response teams (CSIRT) in the DACH region," said Andreas Senn. "Many more Austrian companies will benefit from maximum protection in the future. Working closely with the team, I'm delighted to support Austria on its digitalisation journey, to offer our customers the best possible protection and to make their world more digitally secure every day."

"We see significant and continuing development potential for InfoGuard in Austria and are delighted to be taking the next step in our growth strategy with Andreas Senn, which sends a clear signal to the Austrian market," believed Thomas Meier, CEO of InfoGuard AG.

Stefan Thomann, Head of Sales at InfoGuard, added, "With Andreas Senn, we have been able to recruit our preferred candidate for the further expansion of our Austrian business. He has many years of experience in the field of cyber security and cyber defence and knows the Austrian market and the needs of customers inside out."

Contact and information

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InfoGuard About InfoGuard

SWISS CYBER SECURITY InfoGuard AG specialises in comprehensive cyber security. Its 360° expertise ranges from Cyber Defence Services and Incident Response Services to Managed Security & Network Solutions for IT, OT and Cloud infrastructures and services in the areas of architecture, engineering, penetration testing & red teaming as well as security consulting. The Swiss cyber security expert provides cloud, managed and SOC services from its ISO 27001-certified and ISAE 3000 Type 2 audited Cyber Defence Centre in Switzerland.

InfoGuard, with its headquarters in Baar/Zug and branches in Bern, Munich and Vienna, protects more than 400 customers in Switzerland, Germany and Austria around the clock. This is ensured by over 230 security experts. Customers include well-known banks, insurance companies, industrial companies, energy service providers, hospitals, trading companies, service providers and public authorities. InfoGuard is ISO/IEC 27001:2022 and ISO 14001 certified, a member of FIRST (Global Forum of Incident Response and Security Teams) and a BSI-qualified APT response service provider.

Further information on InfoGuard AG's products and services as well as all press releases can be found at:
<https://www.infoguard.ch/en>