



SailPoint Appoints Gary Nafus to New Chief Sales Officer Role and Promotes Matt Mills to President

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Company expands leadership team to support performance and growth goals

AUSTIN, Texas – August 12, 2024 – [SailPoint Technologies, Inc.](#) (“SailPoint” or the “Company”), a leader in unified identity security for enterprises, announced the appointment of Gary Nafus to the Company’s newly formed Chief Sales Officer role and the promotion of Matt Mills to President. This expansion in SailPoint’s leadership team will allow the Company to further execute against the demand for its enterprise-grade identity security solutions.

“Matt has played a significant leadership role in SailPoint’s market strategy and operations, facilitating our ability to deliver on our vision,” said Mark McClain, CEO and Founder, SailPoint. “As President, his broad impact will continue as he focuses on driving ongoing operational success for the Company.”

As Chief Sales Officer, Gary will oversee SailPoint’s go-to-market field operations globally, bringing significant revenue leadership experience from his prior roles at enterprise brands including Microsoft, Salesforce, and Oracle. He will lead the regional sales, digital sales, and global alliances teams.

“Gary brings extensive experience leading go-to-market strategy and execution for some of the world’s most respected enterprise brands,” said Matt Mills, President, SailPoint. “We have a significant opportunity in front of us, as CIOs and CISOs worldwide increasingly recognize how essential it is to build their enterprise security program from a foundation centered on identity first. I am thrilled to have Gary join our leadership team to help us solidify our stance as a go-to identity security partner for enterprise brands worldwide.”

“SailPoint is an incredible company that understands and is equipped to address the identity security challenges that many of the most complex and sophisticated enterprise brands face today,” said Gary Nafus. “I believe there is significant potential in this market, and I look forward to working with Matt, Mark and the rest of the SailPoint team to execute on the opportunity ahead of us.”

About Gary Nafus

Gary joins SailPoint from Microsoft where he led a go-to-market team that included the sales, consulting, and customer success functions for one of its global business units. Prior to Microsoft, he served as Senior Vice President at Salesforce and spent 14 years with Oracle in various leadership roles. Gary completed his bachelor’s degree at Texas Christian University and his MBA at the University of Denver.

About SailPoint

SailPoint equips the modern enterprise to seamlessly manage and secure access to applications and data through the lens of identity – at speed and scale. As a category leader, we continuously reinvent identity security as the foundation of the secure enterprise. SailPoint delivers a unified, intelligent, extensible platform built to defend against today’s dynamic, identity-centric cyber threats while enhancing productivity and efficiency. SailPoint helps many of the world’s most complex, sophisticated enterprises create a secure technology ecosystem that fuels business transformation.

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