



### **Rob Stein, Senior Vice President, North America Public Sector, Salesforce**

In his current Salesforce role, Rob is responsible for leading the North America Public Sector business. Specifically, Rob's organization drives the growth and customer success for Federal, State & Local, and Provincial Governments, Aerospace and Defense companies and Government System Integrators.

Rob has a long history serving Public Sector customers. Prior to his current position, Rob was the President, U.S. Public Sector at NetApp, responsible for Federal, State and Local Government, and Education customers. In this role, Rob led a group of over 350 people across various functions – sales, engineering, channel, finance, operations, legal, and marketing. Prior to this role, Rob was the Vice President of Civilian Agencies and Inside Sales at NetApp for five years and also spent 1.5 years leading the DoD team.

Before joining NetApp, Rob was the Vice President of DoD at Oracle. Rob's 11.5 years at Oracle also included sales rep and Regional Manager roles, all within the DoD sector.

Rob began his career with BDM Corporation where he employed innovative statistical analysis techniques to assess the operational effectiveness of a Joint C2 system. Prior to joining Oracle, he worked at EDO Corporation delivering Commercial-off-the-Shelf (COTS) Command and Control solutions to the Navy, Air Force, and NATO Defense forces.

Rob has a Bachelor of Science in Systems Science and Mathematics from Washington University in St. Louis. He is a graduate of several courses in leadership, business operations, and IT solutions.

In his free time, Rob is a huge Washington Nationals fan, plays tennis, travels and spends as much time as he can with his wife Eileen and two adult children, Erica and Sam.