



EVERYTHING MATTERS

EUROPEAN TECHNOLOGY LEADERS SUMMIT

Richard Timperlake

Senior Vice President, Worldwide
Sales
QlikTeck

Richard has over 22 years of experience in sales management, with proven career success in driving high-growth businesses. Richard joined QlikTech in 2009 as Vice President, Europe, being responsible for 60% of the company's revenue where he and the team operated in 25 countries and worked with over 400 partners. Following a successful IPO, he was promoted to Senior Vice President, Worldwide Sales in January 2011, Richard is now responsible for driving growth globally.

Prior to this, Richard worked with SAS where he was responsible for the major reorganisation of their sales management teams resulting in a 25% growth in UK revenue over three years. Previous to this, Richard was one of the early members of Siebel Systems where he progressed to the position of Sales Director for Telecommunications and later Financial Services growing the business by over 100%.

He has also worked with a number of VC's on portfolio companies.

Richard graduated from Bristol Business School, and joined Hewlett Packard as a graduate trainee and progressed through the organisation for nine years, where he was involved in a number of Sales and Marketing roles.

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