Netskope Appoints Carrie Francey as Global Channel Chief

November 10, 2026

Enterprise technology and cybersecurity channel veteran to lead Netskope's global partner strategy and drive ecosystem expansion as organizations navigate the next era of cloud, AI, and security

SANTA CLARA, Calif., Nov. 10, 2026 (GLOBE NEWSWIRE) -- Netskope (NASDAQ: NTSK), a leader in modern security and networking for the cloud and AI era, today announced the appointment of Carrie Francey as Senior Vice President of Global Channel Sales. Reinforcing the company's investment in a partner-led go to market strategy, Francey will oversee Netskope's global partner organization and its channel partners, managed service provider (MSP), managed security service provider (MSSP), cloud marketplace, and global systems integrator (GSI) programs.

Francey is a respected technology executive with experience leading global partner organizations at HPE, Microsoft, ServiceNow, and Zendesk. Throughout her career, she has built high-performing teams, transformed partner ecosystems, and developed strategic relationships that create measurable value for customers, partners, and businesses. Francey is also co-founder of Women in Cloud, an organization founded in 2017 that helps women-led technology companies and female entrepreneurs grow in the cloud economy.

At Netskope, Francey will lead Netskope's global channel sales organization, focused on expanding a cybersecurity ecosystem that accelerates sustainable productivity, creates new business opportunities, and drives customer success. She will work with channel partners, MSPs, MSSPs, cloud marketplaces, and GSIs to deepen collaboration, expand market reach, strengthen customer trust, and deliver modern, differentiated solutions fit for secure AI adoption.

"Partners are essential to helping organizations securely navigate the rapid changes taking place across cloud, data, and AI," said Francey. "I am excited to join Netskope and work with our partners to create new opportunities, deliver greater customer value, build trust, and establish a durable foundation for shared success."

"The channel ecosystem is a cornerstone of Netskope's strategic growth. When our partners thrive, Netskope thrives, and our customers thrive," said Raphaël Bousquet, Chief Revenue Officer, Netskope. "Carrie's proven track record and vision will ensure our partners receive world-class enablement and resources, empowering them to expand their capabilities and lead the market in AI-ready solutions."

Francey's appointment reinforces Netskope's commitment to building a trusted, high-performing cybersecurity ecosystem that drives long-term partner relationships, innovation, customer confidence, and success. Among recent channel program updates, the company launched the Netskope Catalyst MSP/SP Program, a comprehensive partner enablement program built around partners' go-to-market needs, and the ability to sell Netskope services with flexible, simplified pricing models.

Netskope's channel-first, go-to-market approach includes ongoing, expanded partnerships with cloud providers such as Amazon Web Services (AWS), GSIs including Accenture, Deloitte and Wipro, and service providers including BT International and Macquarie Telecom, among many others.

To learn more about the Netskope partner ecosystem, please visit: https://www.netskope.com/partners

About Netskope
Netskope (NASDAQ: NTSK), a leader in modern security and networking for the cloud and AI era, addresses the needs of both security and networking teams by providing optimized access and real-time, context-based security for the AI ecosystem inclusive of agents, applications, tools, LLMs, people, devices, and data. Thousands of customers, including more than 30% of the Fortune 100, trust the Netskope One platform, its Zero Trust Engine, and its powerful NewEdge network to reduce risk and gain full visibility and control over cloud, AI, SaaS, web, and private applications — providing security and accelerating performance without trade-offs.

Learn more at netskope.com, on LinkedIn, and on Instagram.

Media Relations Contacts:
press@netskope.com

Investor Relations Contacts:
ir@netskope.com