

March 13, 2018



# UiPath Deepens Executive Bench with Two Key Hires

*Industry leader in Robotic Process Automation (RPA) adds chief revenue officer and chief strategy officer to support continued company growth and market momentum*

NEW YORK--(BUSINESS WIRE)-- [UiPath](https://www.uipath.com), the leading enterprise Robotic Process Automation (RPA) software company, has named Craig Bumpus as chief revenue officer and Vargha Moayed as chief strategy officer. The executive appointments come on the heels of the company's significant growth in 2017 and recent venture capital funding of \$153 million.

This press release features multimedia. View the full release here:

<http://www.businesswire.com/news/home/20180313005734/en/>

Vargha Moayed, chief strategy officer, UiPath (Photo: Business Wire)

## **Craig Bumpus, chief revenue officer**

In the role of chief revenue officer, Craig is responsible for formulating and executing long-term, sustainable

strategies for compelling revenue performance. He will assemble and manage a framework of well-focused and tightly aligned revenue-related teams, with highly coordinated cross-functionality and scalable operations. Craig brings more than 25 years of experience in sales strategy, channel optimization, operations and global sales management across high-growth technology companies. He comes to UiPath from Nutanix, an IT infrastructure company, where he served as senior vice president of sales and achieved revenue growth that led to a successful IPO. Prior to Nutanix, Craig has had various executive positions at EMC, Utimaco, Sophos and DPC including VP of Sales, COO and CEO.

## **Vargha Moayed, chief strategy officer**

As UiPath's Chief Strategy Officer, Vargha Moayed will work closely with UiPath CEO Daniel Dines and the senior leadership to formulate and communicate key strategic initiatives. He will be responsible for ensuring strategic plans are implemented rapidly and that all operational areas are informed, aligned and accountable. Vargha joins from EY, where he was a partner leading advisory services in Romania. Early to recognize the transformational opportunities with RPA, he also built EY's RPA Center of Excellence for EMEA. He championed the technology with clients across the oil and gas, energy and utilities, financial services and public administration markets. Throughout his professional services career, Vargha has consulted multinational organizations on corporate strategy, sales management and organizational effectiveness. His previous experience includes co-founding a software company and a high-tech incubator with Goldman Sachs as lead investor. He also worked for McKinsey in North America and was a vice president of corporate development for First Data.

"Craig and Vargha bring considerable experience and expertise in scaling sales

organizations and leading transformational initiatives for clients, respectively,” said Daniel Dines, co-founder and CEO for UiPath. “These are important hires for the company as we prepare for the next phase of expansion. They will be instrumental in helping UiPath support massive demand for enterprise RPA and AI on a global stage.”

Launched in 2015, UiPath has become the most widely adopted Enterprise RPA platform. Last year, the company grew its enterprise customer base from less than 100 to more than 700, and increased 8x in annual recurring revenue. UiPath continues to expand globally, with recent new operations in Amsterdam, Houston, Munich, Paris, Seoul and Washington D.C. this quarter. The company now employs more than 590 professionals across 14 countries.

### **About UiPath**

Built for both business and IT, UiPath is the leading platform for enterprise Robotic Process Automation (RPA). More than 700 enterprise customers and government agencies use UiPath's Enterprise RPA platform to rapidly deploy software robots that perfectly emulate and execute repetitive processes, boosting business productivity, ensuring compliance and enhancing customer experience across back-office and front-office operations.

With a thriving RPA developer community of more than 120,000 worldwide, UiPath is on a mission to democratize RPA and support a digital business revolution. Based in New York City, UiPath's presence extends to 14 countries throughout North America, Europe and Asia. The company is backed by \$183M in series A & B funding from Accel, CapitalG, Kleiner, Perkins, Caufield & Byers, Credo Ventures, Earlybird's Digital East Fund and Seedcamp. UiPath's Series B valuation exceeded \$1 billion.

For more information, visit <https://www.uipath.com>.

View source version on businesswire.com:

<http://www.businesswire.com/news/home/20180313005734/en/>

Version 2.0 Communications for UiPath

Kristen Leathers, 617-426-2222

[uipath@v2comms.com](mailto:uipath@v2comms.com)

Source: UiPath