Marc Jaffan

Vice President, Business and Corporate Development

Marc Jaffan joined Lookout as Vice President, Business & Corporate Development and is responsible for the development of strategic alliances and partnerships. This includes the formation and management of technology and ecosystem relationships that expand Lookout's solution and routes to market. Marc brings over 20 years of experience to Lookout, most recently as VP Strategic Alliances and Partner Ecosystem at Brocade. In this role, he was responsible for driving growth and expanding the company's reach through partners in this $2.5B operation. Prior to Brocade, Marc served as a Global Sales lead at Cisco for the Dimension Data Partnership, one of Cisco's largest global partners, and before that Head of Worldwide Service Provider Mobility Partners. He joined Cisco through the acquisition of Starent Networks, where he served as VP of Channel and Alliance Sales. Before Starent, he was at Juniper Networks as VP of Global Strategic Alliances and later as VP of Worldwide Sales Operations. He joined Juniper through the acquisition of Unisphere Networks, where he led Alliances and Corporate Development. He began his career in the Finance and Telecommunications divisions of Siemens AG in Munich, Germany. Marc received his undergraduate degree from George Mason University in Fairfax, Virginia and law degree from The Catholic University of America School of Law in Washington, D.C.