

# Hanzo Expands Go-to-Market Operations; Appoints Kathleen Roberge as Chief Revenue Officer

Hanzo, a company known for its pioneering technology in dynamic web content preservation from enterprise collaboration applications and complex websites, today announced the appointment of Kathleen Roberge to the position of Chief Revenue Officer. Roberge's appointment complements Hanzo's expanding coverage of collaboration data sources in the market, including Google Workspace.

Roberge joins Hanzo with over 20 years of experience in sales leadership and go-to-market strategy development. She's been instrumental in scaling multiple Enterprise SaaS companies from startup to more than \$75m annual recurring revenue (ARR). Roberge will lead Hanzo's Sales and Marketing teams to optimize the company's commercial strategy and enterprise growth.

An accomplished enterprise software and technology executive, Roberge is known for leading and motivating high-performing sales and marketing teams. Previously, Roberge served in senior sales leadership roles at Rocketrip, Aventri, Compushare, and Perimeter, all of which she was responsible for exponentially growing revenue.