

BRADLEY TAYLOR

HEAD OF CHANNEL & ALLIANCES · EMEA & APJ

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PROFILE

Channel and alliances leader with 15+ years building partner ecosystems across EMEA and APJ. As Silent Push's first European hire, founded the region's partner ecosystem from zero and, alongside the VP of EMEA, built it into a EUR 10M pipeline for 2026. Track record of monetising distribution, MSSP, GSI and strategic alliances into enterprise and government revenue.

CORE COMPETENCIES

Channel Strategy · Partner Program Development · VAD / VAR Management · MSSP & GSI Partnerships · Enterprise & Public Sector Sales · EMEA & APJ Regional Leadership · GTM Execution · Deal Registration · Partner Enablement & Training · Pipeline Generation · MEDDPICC · Sandler Methodology

PROFESSIONAL EXPERIENCE

Head of Strategic Partnerships & Alliances, Global

Apr 2025 – Present

Silent Push Inc. · Munich, Germany

- Own the global partner ecosystem: distribution, resale, GSI, MSSP and strategic alliances across EMEA and APAC
- Founded the regional partner ecosystem from a blank slate; with the VP of EMEA, grew it to a EUR 10M partner-driven pipeline for 2026
- Closed Tier 1 financial institutions, enterprise, government and defence logos through partner motions
- Run channel operations, partner marketing, enablement and GTM execution across both regions

Director of EMEA

Jun 2024 – Apr 2025

Silent Push Inc. · Munich, Germany

- First European hire; built market entry and GTM strategy from scratch, reporting to CEO and CRO
- Generated EUR 9M pipeline within 90 days through targeted outreach to BFSI, enterprise and public sector
- Opened new distribution channels and regional partnerships to accelerate EMEA expansion
- Carried a partial APAC remit, running channel distribution and market strategy across two regions

Head of Sales, Global – Cybersecurity

Feb 2021 – Apr 2024

Maltego Technologies GmbH · Munich, Germany

- Exceeded revenue targets by 25% year on year through disciplined pipeline management and enterprise deal execution
- Scaled a global AE and BDR team with full hiring, training and performance responsibility
- Built and led a Solutions Engineering team of 6 supporting partner-sourced and direct deal cycles
- Closed large enterprise logos in financial services and public sector across global markets

Training Lead, Europe

Oct 2020 – Feb 2021

Dell Technologies EMC · Munich, Germany

- Trained 20 incident responders across all European Patent Office locations; raised First Call Resolution from 45% to 95% and halved average call duration

Inside Sales Manager, Europe

Jun 2019 – Oct 2020

Matica Technologies AG · Munich, Germany

- Introduced 75 new logos across private and public sector, generating EUR 5M in revenue at 26% above target (company folded in Oct 2020 due to COVID)

Incident Response Agent (contracted by Dell EMC)

Aug 2018 – May 2019

European Patent Office · Munich, Germany

- Supported 6,000+ staff across 5 locations; promoted to Training Consultant within 10 months

EARLIER CAREER · HOSPITALITY SALES LEADERSHIP

AVP & Cluster Director of Sales & Marketing – Maldives & Sri Lanka

2015 – 2018

Centara Hotels & Resorts · Bangkok. Led a remote team of 22; grew revenue from USD 42M to USD 56M (25% YoY) over three years

Head of Product & Sales

2013 – 2015

Dertouristik GmbH · Colombo. Managed Maldives and Sri Lanka region; delivered 27% YoY sales growth

Manager, Corporate Sales

2008 – 2013

Cinnamon Hotels · Colombo. Built corporate sales from zero to USD 3M annually, leading a team of 3

EDUCATION

ACIM – Chartered Institute of Marketing, NEXT School of Business, Colombo

2008 – 2010

Diploma in Business Information Technology, Chisholm TAFE, Melbourne

2003 – 2005

CERTIFICATIONS

- Offensive Security Certified Professional (OSCP)
- Cyber Threat Intelligence Practitioner – ArcX (2024)
- MITRE ATT&CK Defender (MAD) – Cybrary (2023)
- Selling for Impact – Winning by Design (2023)
- Advanced Competitive Strategy – Ludwig Maximilian Universität (2014)

ADDITIONAL

- Founder, ctidigest.com – open source threat intelligence resource
- Mentor to early-career SDR and KAM professionals
- Volunteer [2022-2026], Vatican CyberVolunteers