



## Blackbaud Reinforces Commitment to Strengthen Its Global Footprint

April 26, 2017

**Software and Services Leader appoints two veteran sales executives to drive strategic growth, strengthen market share and better serve customers**

CHARLESTON, S.C., April 26, 2017 /PRNewswire/ -- Blackbaud (NASDAQ: BLKB), the world's leading cloud software company powering social good, announced that Patrick Hodges has been promoted to senior vice president of global sales and will join the company's [Executive Leadership Team](#). Blackbaud also announced that seasoned executive Jeff Moses will join as vice president of sales for its general markets group, which was effective April 18.

### **Patrick Hodges Named Blackbaud's Senior Vice President of Global Sales**

Reporting directly to President and CEO Mike Gianoni, Patrick Hodges will lead Blackbaud's overall sales strategy and global sales operating model. Hodges will be accountable to drive sales excellence across vertical and horizontal markets, oversee Blackbaud's growing presence in regional engagement centers across North America, strengthen the company's international footprint and architect a cohesive sales process and experience across market groups to optimize performance and customer experience. He will also drive accountability and consistency in key operational areas including metrics, sales process, compensation, training, professional development and customer engagement.

In his previous role as Vice President of Sales, Hodges led Blackbaud's fastest growing sales unit for nearly four years. He served in various sales leadership roles prior to joining Blackbaud in 2001 and has a bachelor of business administration from the University of Georgia. "To fully capitalize on Blackbaud's rapid growth and recent expansion into adjacent markets, we intend to increase our focus on sales velocity and effectiveness," said Mike Gianoni, Blackbaud president and CEO. "Patrick brings nearly two decades of sales acumen and a deep understanding of our customers to this role. He has the depth and breadth of experience to increase market share and drive healthy topline growth while delivering a leading customer experience."

### **Jeff Moses Joins Blackbaud as Vice President of Sales, General Markets Group**

Blackbaud also announced that Jeff Moses has joined the company to lead the General Markets sales business. Moses, who brings more than 25 years of sales experience to Blackbaud, will report to Kevin Mooney, president of Blackbaud's General Markets Group. Most recently Moses served as senior vice president and general manager for Informatica's cloud business. Prior to Informatica, he had successful careers at leading software companies such as SAP and Oracle, as well as emerging and vertical software providers. In his last role at SAP, Moses was chief operating officer and senior vice president of the customer engagement and commerce line of business; responsible for the operations and revenue goals of a \$500 million business unit spanning North and South America.

For more information about Blackbaud, visit [www.Blackbaud.com](http://www.Blackbaud.com).

### **About Blackbaud**

Blackbaud (NASDAQ: [BLKB](#)) is the world's leading cloud software company powering social good. Serving the entire social good community —nonprofits, foundations, corporations, education institutions, and individual change agents—Blackbaud connects and empowers organizations to increase their impact through software, services, expertise, and data intelligence. The Blackbaud portfolio is tailored to the unique needs of vertical markets, with solutions for [fundraising and relationship management](#), [digital marketing](#), [advocacy](#), [accounting](#), [payments](#), [analytics](#), [school management](#), [grant management](#), [corporate social responsibility](#), and [volunteerism](#). Serving the industry for more than three decades, Blackbaud is headquartered in Charleston, South Carolina and has operations in the United States, Australia, Canada, Ireland, and the United Kingdom. For more information, visit [www.blackbaud.com](http://www.blackbaud.com).

### **Media Contact**

Nicole McGougan  
Public Relations  
843-654-3307  
[media@blackbaud.com](mailto:media@blackbaud.com)



To view the original version on PR Newswire, visit: <http://www.prnewswire.com/news-releases/blackbaud-reinforces-commitment-to-strengthen-its-global-footprint-300446141.html>

SOURCE Blackbaud