



MongoDB Promotes Cedric Pech to Chief Revenue Officer

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NEW YORK, Feb. 11, 2019 (GLOBE NEWSWIRE) -- [MongoDB, Inc.](#) (Nasdaq: MDB), the leading modern, general purpose database platform, today announced Cedric Pech, who previously lead the company's EMEA sales organization, is promoted to Chief Revenue Officer (CRO).

Cedric joined the company to lead Europe, Middle East and Africa (EMEA) sales in July 2017, and since that time has rapidly increased the size of the team, expanded into new markets, implemented a new process that has measurably increased sales productivity and has driven exceptional growth. In his new role, Cedric will be responsible for developing and executing MongoDB's global sales strategy. Based in Zurich, Switzerland, Cedric will report to Dev Ittycheria, President and Chief Executive Officer of MongoDB.

"There are three core elements to building a fast-growing and leading software company -- a big market, strong product-market fit, and a highly effective distribution channel. At MongoDB we have the benefit of pursuing one of the largest markets in enterprise software, massive adoption of MongoDB on a global scale, and a high-performance go-to-market organization that has delivered exceptional results," said Dev Ittycheria. "I've had the privilege of working with some truly outstanding sales leaders, and Cedric is clearly one of them. He is a leader who has the experience, skills and vision to build a formidable sales organization to position MongoDB to continue its strong growth and extend its leadership position."

With more than 20 years of sales leadership experience, Cedric has a track record of building high-performance sales organizations that deliver strong and consistent results. Prior to MongoDB, he led worldwide sales at Fuze, an enterprise global cloud communications and collaboration software platform. He has also held senior sales leadership roles for four different software companies, including three publicly traded companies -- BladeLogic, BMC, and BazaarVoice.

MongoDB has more than 8,300 customers and continues to experience rapid growth, particularly with [MongoDB Atlas](#). In MongoDB's Q3 results, Atlas made up 22% of total revenue, up more than 300% year-over-year.

Cedric Pech, Chief Revenue Officer of MongoDB, said, "We are seeing tremendous adoption of MongoDB across all types of organizations and across nearly every industry and geography. The company has an amazing opportunity, supported by a fantastic executive team, talented leaders across the organization and outstanding products, to help customers innovate more quickly by using the power of MongoDB to transform their businesses. I am excited about the opportunity to help customers all around the world derive meaningful value from our products and guide the company to continued high growth."

About MongoDB

MongoDB is the leading modern, general purpose database platform, designed to unleash the power of software and data for developers and the applications they build. Headquartered in New York, MongoDB has more than 8,300 customers in over 100 countries. The MongoDB database platform has been downloaded over 45 million times and there have been more than one million MongoDB University registrations.

Forward-Looking Statements

This press release includes certain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements concerning our market opportunity, our ability to grow our sales organization, our future growth prospects, our ability to extend our leadership position, and the ability for our customers to derive value from our products. These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this press release that are not historical facts and statements identified by words such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "project," "will," "would" or the negative or plural of these words or similar expressions or variations. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. Furthermore, actual results may differ materially from those described in the forward-looking statements and are subject to a variety of assumptions, uncertainties, risks and factors that are beyond our control including, without limitation: our limited operating history; our history of losses; failure of our database platform to satisfy customer demands; the effects of increased competition; our investments in new products and our ability to introduce new features, services or enhancements; our ability to effectively expand our sales and marketing organization; our ability to continue to build and maintain credibility with the developer community; our ability to add new customers or increase sales to our existing customers; our ability to maintain, protect, enforce and enhance our intellectual property; the growth and expansion of the market for database products and our ability to penetrate that market; our ability to maintain the security of our software and adequately address privacy concerns; our ability to manage our growth effectively and successfully recruit and retain highly-qualified personnel; the price volatility of our common stock; and those risks detailed from time-to-time under the caption "Risk Factors" and elsewhere in our Securities and Exchange Commission ("SEC") filings and reports, including our Annual Report on Form 10-K filed on March 30, 2018 and our Quarterly Report on Form 10-Q filed on December 6, 2018, as well as future filings and reports by us. Except as required by law, we undertake no duty or obligation to update any forward-looking statements contained in this release as a result of new information, future events, changes in expectations or otherwise.

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