

Emmanuel Richard

Rimini Street

GVP & Regional GM, North America - Eastern Region



Emmanuel Richard is a seasoned software executive with over 20 years of experience building and running field operations in America and in International theaters.

At Rimini Street, he serves as Group Vice President and General Manger, responsible for overseeing sales and service delivery for the Eastern Region in North America.

Most recently Mr. Richard built the US East Coast operations from the ground up at Kyvos Insights, a pre-venture startup disrupting the Cloud Analytics market. Prior to that, he spent 9 years at MicroStrategy, the largest independent Business Intelligence vendor, where he operated as General Manager for worldwide Indirect Sales for 4 years, after co-developing the GM model in EMEA for 5 years.

Mr. Richard spent the first decade of his career as a sales executive at Microsoft, Borland Software, and Quest Software.

He holds a diploma of arts and history from Université Paris-Sorbonne.

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ABOUT RIMINI STREET

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The company offers premium, ultra-responsive and integrated application management and support services that enable enterprise software licensees to save significant costs, free up resources for innovation, and achieve better business outcomes. Global Fortune 500, midmarket, public sector, and other organizations from a broad range of industries rely on Rimini Street as their trusted enterprise software products and services provider.