

Women of CyberArk

Michelle Downey

SDR Manager, EMEA



As we continue to spotlight amazing women across CyberArk, we introduce **Michelle Downey**, SDR Manager, EMEA.

Originally from Liverpool, UK, Michelle Downey began her professional life as a teacher in Barcelona, a city she moved to more than 10 years ago after visiting a friend one summer. As a teacher, every day was different. Michelle found herself in a primary school classroom one day, and the next she'd be running a class in a hospital for doctors and nurses. This gave her an opportunity to learn about the local culture and engage with a variety of people who provided insights into her new home.

This experience helped her develop a variety of skills. "Working as a teacher taught me how to work with all types of people," said Michelle. "It gave me so much confidence to think on my feet and to be prepared for anything. It also taught me how to communicate to different personas in an organization, which was especially beneficial when I first started working in sales."

During her time as a teacher, Barcelona was quickly becoming a hot spot for the tech industry. It was at this time that Michelle decided to take a chance and make a career change, joining a tech company. Her initial apprehension joining a male-dominated industry quickly became the best decision she could have made. She quickly grew in the industry, being promoted after just one year and relocating to the United States to head up a team in Miami, Florida a few years later. Michelle's experience as a teacher taught her to think creatively and engage people, which really helped her as a brand-new manager.

In 2021, Michelle received an unexpected phone call. "CyberArk actually approached me to be on their SDR team in their new Barcelona office. It was a really exciting opportunity I couldn't say no to." As an SDR Manager at CyberArk, her philosophy is simple, "I keep an open-door policy and make time for everyone on my team." Thanks to Michelle's mentorship, her team is well-supported to meet customers' needs, while growing professionally.

Michelle believes that representation is vital in the workplace. "I'm quite proud to be a part of this industry, since I used to think it was out of my reach," she commented. "When I started, I realized there were a good amount of women here, all of whom wanted to attract more women to cybersecurity, specifically CyberArk. That's what motivated me to speak up and get involved, and I hope to continue to hire incredible women as we continue to expand our diverse team of people."

