

# Executive Profile



**Rob Tarkoff**  
Senior Vice President and General Manager,  
Business Productivity Business Unit  
Adobe Systems Incorporated

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As senior vice president and general manager of the Business Productivity Business Unit, Rob Tarkoff leads Adobe's development of comprehensive, integrated technologies and solutions for the desktop and enterprises who want to engage their customers and constituents with information more efficiently and effectively. He oversees Adobe products including the Acrobat® Family, Adobe® LiveCycle® Enterprise Suite (ES) and Acrobat® Connect™ Pro for Web Conferencing and eLearning.

Tarkoff joined Adobe in April 2007 as senior vice president of corporate development to lead activities related to Adobe's strategic planning, alliances, mergers and acquisitions and new business initiatives.

Before joining Adobe, Tarkoff held several executive positions at EMC Corporation, including senior vice president and general manager of the EMC Captiva Software Division and senior vice president of business development and channels for the EMC Software Group. Previously, Tarkoff was executive vice president and chief strategy officer for Documentum, Inc.

Prior to Documentum and EMC, Tarkoff was senior vice president of worldwide business development at Commerce One, driving the company's e-commerce market strategy and other business development activities. Previously, he was vice president and general counsel for Commerce One. Earlier in his career, he was an associate attorney at the law firm of Wilson Sonsini Goodrich & Rosati.

Tarkoff is a member of the board of directors for Borland Software Corporation and previously served on the board of directors for Onyx Software. Tarkoff holds a juris doctorate from Harvard Law School and a bachelor's degree from Amherst College.

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