

Networks First Strengthened by Appointment of Head of Sales

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Redditch, 18 February 2010 - Networks First, an independent provider of support and consultancy services provider for network infrastructure (www.networksfirst.com) is pleased to announce the appointment of a new head of sales. Ian Hearn will lead the sales team to play a key role in working to accelerate growth through the development and expansion of Networks First's services portfolio, and the acquisition of new customers and partners.

Ian joins with a wealth of experience following several positions in channel structured IT businesses, including most recently with Cisco as manager of channel services. Having begun his career in engineering, Ian developed an excellent understanding of the dynamics of the entire IT services industry sector through his work in small IT businesses, as well as sales management and service development roles at blue chip corporations, such as IBM, Fujitsu-Siemens and Storagetek.

Sara Gemmell, managing director, Networks First, comments: "We are delighted to welcome someone of Ian's calibre to our sales team. We pride ourselves on having a deep and varied understanding of the marketplace, an aspect that Ian has in abundance. Ian will further develop the sales strategy to leverage from our expertise in convergence and focus on acquiring new customers and partners. This move is therefore a clear indication that, as an organisation, we are moving from strength to strength, despite the current economic climate."

Commenting on his new role, Ian Hearn says: "This is an excellent opportunity to be part of an organisation that is very highly regarded within the industry for being innovative and having clear growth ambitions. Furthermore, Networks First has an ethical approach and commitment to customer service which aligns completely with my core values. I hope to draw on my own experience to hit the ground running and have already been impressed by the level of knowledge and expertise at my disposal throughout the organisation."