

Wavelink reinforces local investment with three new sales and channel appointments

April 27, 2020 – Wavelink, a leader in providing enterprise solutions to the channel, has made three new appointments to its expanding Sydney operation over the past eight months, reinforcing its investment and commitment in the region.

The appointments are:

- Joel Milburn, channel manager, northern region (March 2020)
- Kieran O'Brien, inside sales (January 2020)
- Jayden Zullo, pre-sales lead – security solutions (September 2019).

Joel Milburn has more than eight years' experience in channel and sales roles across IT and retail. His previous roles include channel development manager, Arrow ECS; product manager – software services, Ingram Micro; and senior account executive, Verizon Connect.

Kieran O'Brien has a broad range of experience in the IT industry specialising in networking and security with certifications ranging from Cisco CCNA 1-4, Fortinet NSE 1-3, and Sophos Certified Engineer. His previous roles include PABX field technician and technician support team for a managed IT services company.

Jayden Zullo has more than 10 years' sales experience specialising in complex IT solutions technical sales and management. His previous roles include technical pre-sales manager for CDM ICT Services, channel pre-sales manager for Telestar Communications and technical pre-sales manager Secure Communications Advisors Australia.

Wavelink director, Jonathan Ordman, who heads up the Sydney operation, said, "With these appointments we are adding even more expertise to the Sydney team, which will ultimately benefit partners and customers in our Northern Region supported out of our Sydney office and also across the wider organisation. Each of the new appointments has a great deal of expertise and experience in their areas, which will add significant value to the team.

"Wavelink's ongoing success can be attributed to our team and the long-term relationships with both key vendors and partners, and we are always looking for ways to add value to our key stakeholders to ensure commercial successes on all sides."

Wavelink has been operating in Australia and New Zealand for more than 20 years. The company started out representing a single vendor with a handful of partners and has grown to become a technology aggregator with more than 500 partners, selling a range of hardware and software solutions encompassing mobility, messaging and network security from Fortinet, Spectralink, Spok, Olinqua, CenTrak and Sangoma.

Late last year, Wavelink opened a state-of-the art office, training and demonstration facility in Sydney to house new staff, including more qualified pre-sales staff, which had been added in response to the company's ongoing growth. The new space includes a functioning lab where partner training and customer demonstrations will take place.

-ENDS-

About Wavelink

Wavelink specialises in providing leading edge enterprise solutions to the channel. Wavelink distributes a range of products from Fortinet, Spectralink, Spok, Olinqua, CenTrak and Sangoma. For



MEDIA RELEASE

more information please contact Wavelink on 1300 147 000.