

Wavelink Appoints John Marshall as Channel Manager



Sydney, November 10 2009 – Wavelink Communications, a value added distributor of business IP telephony and wireless solutions, has appointed John Marshall as channel manager.

Marshall will be responsible for supporting Wavelink's strategic relationships with its existing NSW and Queensland reseller base, which includes specialist resellers, systems integrators, vendors and carriers. As well as this, John will be responsible for expanding Wavelink's channel numbers in the IP area. He will also work with Wavelink's sales engineers and channel partners on major opportunities.

Jonathan Ordman, director, Wavelink says, "John brings to Wavelink a wealth of experience in identifying growth opportunities and strengthening partnerships with all levels of business. We are thrilled to have him put his energy, savvy and excellent relationship -building skills to what is a key position within Wavelink."

Previously employed at Zylotech as business development manager, Marshall was in charge of managing IT distributors, resellers and end-user business. Before that, Marshall held roles as distribution manager at Kyocera Mita Australia and business development manager at Epson Australia where he oversaw all major tender installations.

He brings to Wavelink the extensive experience he has gained in signing up key alliance agreements with IBM, Microsoft and Avnet Inc. as part of a strategic growth plan.

Based in Wavelink's Sydney offices, Marshall will be reporting to Ilan Rubin, director of business development.

About Wavelink

Wavelink Communications (www.wavelink.com.au) specialises in the supply, marketing and support of a range of leading edge IP telephony and wireless solutions. Wavelink distributes a range of products from Polycom, Digium and Meru Networks.

Wavelink Communications

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