

Wavelink secures new talent to drive Fortinet sales

June 26, 2017 – Wavelink, a value-added distributor of technology solutions for the mobile enterprise, has announced two new appointments to ensure rapid expansion of its Fortinet security business, which will build upon its existing strong Fortinet wireless business. Hugo Hutchinson has been appointed as national business development manager – Fortinet, and Manuja Wijesekera as pre-sales solutions architect – Fortinet.

Hugo Hutchinson’s core focus will be on expanding the Fortinet channel. He will assist channel partners to identify opportunities in key target verticals, such as health and education, through providing opportunity sizing and scoping, and Fortinet business updates, as well as upskilling sales teams.

Hugo brings a wealth of Fortinet experience to Wavelink; his previous role was national business development manager – Fortinet at Ingram Micro NZ. He has also worked as national retail account manager at Altech Computers and international account management at Ingram Micro NZ.

Manuja Wijesekera will work closely with Hugo to provide pre-sales assistance to Fortinet resellers, including proof of concept implementation, technical training of partners and Cyber Threat assessments.

Manuja previously held the role of security and network lead at the Melbourne Cricket Club. Prior to that he worked as network administrator for Arlec Australia. He has extensive experience in designing, implementing, and managing security solutions for organisations with anywhere between 15 users up to 25,000 users.

Ilan Rubin, managing director, Wavelink, said, “Wavelink has a successful track record spanning several years distributing Fortinet wireless solutions. With the huge surge in cyber threats we see significant opportunity to expand our Fortinet security practice. The investment in Hugo and Manuja demonstrates our commitment to providing dedicated security resources to support our resellers in selling Fortinet solutions.”

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About Wavelink

Wavelink specialises in the supply, marketing and support of a range of leading edge technology solutions for the mobile enterprise. Wavelink distributes a range of products from Spectralink, Fortinet, Spok, Olinqua and Digium. For more information please contact Wavelink on 1300 147 000.