

HUGHES LEAVES VIGNETTE TO HEAD SALES AT TOWER SOFTWARE

Submitted by: WiseTiger - DO NOT USE

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Chris Hughes, previously EMEA Sales Engineering Manager at Vignette, appointed as Operations Manager at TOWER Software UK

TOWER Software (today) announced that Chris Hughes has joined its senior management team as Operations Manager. Hughes brings with him extremely valuable experience following a 4.5-year tenure as Sales Engineering Manager at content management and portal solutions vendor, Vignette. There he managed a team of people, oversaw all pre- and post-sales activity and arranged key partnerships and strategic alliances in the electronic content management field.

“He’s a perfect fit for us,” commented Tony Sumpster, Managing Director at TOWER Software. “His background is both commercial and technical, and he boasts great success at managing large successful accounts across multi national regions,” he added. “Multi-million pound deals are second nature to him, so he’s extremely well placed to boost TOWER Software’s growth as a business. Over the next few months he’ll be working very closely with me, and focused on initiatives such as integrating internal processes, delivering hands-on support to the sales team and strengthening our partner programmes,” concluded Sumpster.

“TOWER Software is unique, successful and has huge potential,” added Hughes. “It has enjoyed continued growth despite the economic climate over the last couple of years, that is indicative of the company’s commitment to product quality and performance. I have been impressed with its positive culture and ability to innovate and embrace new ideas,” concluded Hughes.

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About TOWER Software

TOWER Software delivers Electronic Document and Records Management (EDRM) solutions, empowering organisations to take control of their corporate information assets. TOWER Software’s award-winning TRIM Context solution is a single, integrated platform that manages business information throughout its complete lifecycle. By relying on its proven domain expertise, strong strategic partnerships and powerful solutions, TOWER Software enables organisations to maintain accuracy, maximise efficiency and achieve and maintain standards compliance across industries, resulting in sustained competitive advantage. TOWER Software is a privately held company with operations in North America, Europe and Asia-Pacific.

Established in 1985, TOWER Software serves nearly 1,000 customers in 32 countries worldwide. Its partners include Anite, CAP Gemini, EDS, Hewlett Packard, LogicaCMG, Microsoft and Unisys.

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