

Inbay appoints new Regional Sales Manager for North America in response to strong demand from local MSPs

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London, 2nd November 2017: Inbay, an international provider of high-quality NOC and Service Desk support to managed service providers (MSPs) has appointed Brett Hathaway as Regional Sales Manager for North America.

This is a significant investment, reinforcing the company's commitment to North America and reflecting the positive mood of MSPs there who are seeing increasing revenues, profits and growth from managed services.

Based in Inbay's new South Carolina office Brett is tasked with increasing sales and revenue growth in the region, while also bringing the 'feel of the street' to bear on Inbay's services.

Brett comes well-qualified for this role, having spent the last 17 years with Virtual Connect Technologies, Inc - initially as Director of Operations and over the last six years as SVP- Partner Success.

Says Scott Tyson, Inbay's Head of Global Sales:

"In selecting our first sales resource on the ground in North America, we wanted to be sure we got the right person. Brett's extensive operational and sales experience gives us confidence that we can grow a significant team around him. This is important given our current growth rate in North America."

Commenting on his new role, Brett says:

"I am very excited about working with Inbay to strengthen the company's presence in North America. I am joining a strong, professional team - and a great bunch of people."

Adds Kristian Wright, Inbay's Managing Director:

"Brett's skills and local knowledge will be integral to our growth in North America, which will account for half of our revenues by 2018. MSPs there want to grow, and we can help them achieve that growth. There is a substantial opportunity for them – and for us."

Brett is already very much embedded in the Inbay team. You can meet him at Inbay's booth 609 at IT Nation in Orlando, from 8-10 November.

About Inbay

Providing exceptional service to our partners' clients is our number one priority.

Founded in 2002, Inbay has built a reputation for helping partners to grow their managed services business by providing the highest quality service desk, NOC and project services at a fair price.

We operate internationally from headquarters in London, our technical delivery centre in Colombo, our North American Service facility and sales office in South Carolina. We offer 24/7 support to complement and extend MSPs' resources, enabling them to tap into the on-demand technical skills they need for projects - wherever and whenever they need it.

For more information, please visit <http://www.inbay.co.uk> or contact:

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