

# Repstor Prepares for Increased Growth in 2018 and Bolsters its Sales & Support Team with Several Key Appointments

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- The Top 15 Deloitte Fast 50 company looks forward to another year of growth as demand for its Office 365, M-Files, OpenText and Box-based content management solutions soars

Belfast, January 15th, 2018 – Repstor (<http://www.repstor.com/>), the ECM adoption company that helps businesses exploit their SharePoint, Office 365 and ECM investments, has announced a number of key appointments in its sales and support functions. The company which shot straight into the Deloitte Technology Fast 50 in 11th place in its first ever ranking late in 2017 has made several new sales hires and continues its recruitment drive into 2018. Amongst the latest appointees are:-

Paul Wilmott – who joins Repstor as VP Sales. Paul is a deeply experienced sales professional with a wealth of knowledge in document and records management technologies.

Dr. Petri I. Salonen – joins as General Manager, Americas. Petri is charged with building a channel for Repstor in the Americas region and helping with enterprise sales.

Tony Ogilvie – who joins as Head of Services. A highly versatile IT and Information Management professional, Tony has deep technology experience in Office 365, SharePoint, document and records management.

Repstor enjoyed a tremendously successful 2017. Its highlights included a second consecutive doubling of revenues year on year, an office move to the iconic Scottish Provident building, a British Legal Technology awards finalist placement with international law firm, Eversheds Sutherland and finally capping off the year with the Deloitte Fast 50 awards, shooting straight in at 11th place in its first ever ranking.

Repstor's products have attracted worldwide interest because they increase return on Office 365 and SharePoint investments. This is also true for ECM platforms provided by M-Files, HP OpenText, Box and others. In particular by adding case management to Office365 with its custodian product, the company has experienced enthusiastic take-up among its core markets in Professional Services, Legal, Public Sector and Regulated industries. Its matter management product for corporate legal provided with Eversheds Sutherland - ES /Unity™ also continues to enjoy enthusiastic take-up among corporate legal departments.

Repstor's increased recruitment activity continues into 2018 aiming to boost its sales, pre-sales and delivery teams, as demand for its products continues to snowball.

Commenting on the company's new appointments and the outlook for 2018, Alan McMillen, Repstor's CEO, said: "We are delighted to welcome such seasoned talent to the Repstor team. Our people are key to everything we do so getting the right fit of skills and personalities is really important to us. We have been lucky to attract such great people and we look forward to them sharing in our success in 2018."

To find out more about Repstor's job openings, visit the website here (<http://www.repstor.com/careers>).

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#### About Repstor

Founded in 2012 and headquartered in Belfast, Repstor helps companies exploit their SharePoint, Office365 and other ECM investments.

Repstors' founders have deep heritage and experience in Microsoft and ECM technologies uniquely equipping them to deliver world-class integration technologies that transform user adoption and acceptance of SharePoint and other content stores.

Our world-class suite of products from SharePoint , Office 365 & Content Store integrations to our case management and legal matter management solutions, underpin the success of many organisations including Eversheds Sutherland, gunnercooke, ForFarmers, Pentland Brands, Value Retail , Boels Zanders Advocaten and Brose Group.

More at [www.repstor.com](http://www.repstor.com) and on Twitter @Repstor1 (<https://twitter.com/Repstor1>).

#### Media contact:

Carina Birt

Sarum PR for Repstor

[carina@sarumpr.com](mailto:carina@sarumpr.com)

+44 1722 322916