

Excel Appoints New Director Of Business Development

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Excel Networking Solutions (<http://www.excel-networking.com>) – the copper and optical fibre cabling infrastructure provider – is expanding their Business Development team with the recent appointment of a Director of Business Development.

Jason Holroyd, who was previously responsible for driving specifications of the Excel brand as a Midlands-based Business Development Manager (BDM) between 2009 and 2016, has now taken on the challenge of managing the team of BDMs nationwide. Effective from mid-April 2018, the current BDMs will report to Jason, and together the team will focus on gaining Excel approval within targeted end user vertical markets, IT Consultancies and main contractors.

Jason will report to Managing Director, Andrew Percival, who commented, “Jason’s appointment is fantastic news for Excel. We have strong market share and are present in most vertical markets, however it is important that we continue to build on this foundation through increasing the number of specified opportunities that we become involved in and be enhancing our position in verticals where we are currently under indexed.”

Speaking of Jason’s industry knowledge, Andrew continued, “His years of relevant experience and connections will support our business efforts to increase end user and consultant-led specifications, and to become stronger in markets with growth opportunities, particularly Residential and Data Centre areas.”

The Business Development team is made up of field and desk-based account managers in the Midlands, South, North East of England and Scotland. They have no installer account responsibility, leaving them free to dedicate their time to demand generation in support of Jason’s efforts to drive further specifications of Excel’s copper, fibre, rack and power management solutions.

Speaking of joining the business, Jason commented, “There is a great team ethos and a company-wide desire to propel the business forward here. I’m looking forward to re-joining the team, being a part of its success and encouraging further specifications of our product portfolio.”

Andrew concluded, “These are exciting times, the year has started well in Q1 and the market is busy. It is an ideal time for Jason to be joining us and heading up the Business Development team to support both our own growth ambitions and to generate more business for our loyal partners.”

For further details about Excel, please visit www.excel-networking.com (<http://www.excel-networking.com>).

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