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German network vendor hires wireless sales expert to support local partners

Ian Walter appointed as new UK and Ireland country manager for LANCOM Systems

Aachen, December 06, 2016—LANCOM Systems, the leading German manufacturer of networking solutions for the commercial and public sectors, strengthens its UK and Ireland sales organization with a new Country Manager. Ian Walter succeeds Mike Stephens, who left the company earlier this year.

Ian brings a wealth of experience with more than 20 years in the telecommunications business.

During his career, Ian has held numerous positions predominantly in the wireless industry. After a period overseas managing a wireless ISP he returned to the UK to take a position with Motorola, where he was responsible for WiMax Trials in EMEA and later taking a position as Senior Sales Manager responsible for wireless sales throughout Europe. Following on he took a position with Alvarion, to take full responsibility for the UK & Ireland business. Prior to joining LANCOM, Ian steered the UK channel sales of Ruckus Wireless.

As UK & Ireland Country Manager, Ian will support the local LANCOM partners and will be responsible for the further development of the partner landscape for distribution, specialist resellers, system integrators and carriers. In addition, he will offer direct support to LANCOM partners on projects.

Peter Hoekstra, Director Sales International at LANCOM Systems, is very pleased about this recent development: "UK and Ireland represent the second-biggest ICT market in Europe. With Ian Walter, LANCOM has hired an industry professional who will work not only with our distributors and resellers, but also with the growing number of network operators and integrators deploying LANCOM network solutions in the UK and Ireland. He will provide direct local support in the marketing and application of our attractive product range."

Ian lives with his wife Amanda and thirteen-year-old son Toby on the coast in South West England. In his spare time he likes to go boating and stand up paddle boarding as well as long distance running and all things triathlon, successfully finishing Ironman Wales in 2015.

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LANCOM Systems background:

LANCOM Systems GmbH is the leading German manufacturer of networking solutions for business customers and the public sector. LANCOM offers professional users secure and future-proof infrastructure solutions for local-area and multi-site networks (LAN, WLAN, VPN), and also for central, Cloud-based network design and management (SDN/SD-WAN). The LANCOM routers, gateways and WLAN solutions are developed and manufactured in Germany, and a selection of the VPN portfolio is certified by the German Federal Office for Information Security (BSI) for the protection of particularly sensitive networks and critical infrastructures (EPCIP). LANCOM Systems has its headquarters in Würselen near Aachen, Germany. Customers include small and medium-sized enterprises, government agencies, institutions, and major corporations from Germany, Europe and, increasingly, worldwide. The enterprise is a partner in the Alliance for Cyber Security initiated by the BSI.

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