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Arecont Vision Adds Four New Sales Executives to EMEA Team

New Hires Support Continued Growth of Megapixel Camera Solutions



Lucian Ciobanu



Nicola Noviello



Jasper Stoter



Paul Taggar



Marc Wesley

Birmingham, UK (May 14, 2012) - Arecont Vision announces the addition of four high performance sales executives to drive continued growth of its industry leading megapixel camera technology in the Europe-Middle East-Africa (EMEA) region. Joining Arecont Vision are Lucian Ciobanu, Eastern and Southern Europe; Nicola Noviello, Italy and South East Europe; Jasper Stoter, Belgium/Netherlands/Luxembourg and Paul Taggar, UK and Ireland. Marc Wesley has been promoted to a new position as Strategic Accounts Director – EMEA.

“Our sales momentum in the EMEA region is rapidly growing, allowing us to expand our sales force to meet and drive the demand,” said Peter McKee, Vice President – EMEA Sales,

Arecont Vision. "We welcome these highly motivated sales professionals and look forward to their contributions in bringing Arecont Vision's message and the advantages of megapixel video to a wider European audience."

Lucian Ciobanu brings a deep understanding of IP technology combined with extensive marketing and sales experience to Arecont Vision. For more than seven years, he led sales and business development for Mobotix AG throughout Eastern Europe and the Mediterranean region. Mr. Ciobanu has been successfully leading the sales at Alvarion, one of the industry leaders in wireless solutions, for the past two years.

Nicola Noviello's extensive business experience was gained with Sidin, a national ITC value added distributor in Italy. During his 12 years at Sidin, Mr. Noviello advanced from Brand Manager to Business Unit Manager where he was responsible for sales and marketing activities for video security and wireless product categories.

Jasper Stoter has a strong background in regional and strategic account management in the video surveillance and security industry. Prior to joining Arecont Vision, he was employed by IQInVision as a regional sales manager for the Nordic, Baltics and Italy territories. Mr. Stoter also held account manager positions with Lobeco and Tyco/ADT in the European market.

Paul Taggar joins Arecont Vision with more than 20 years of sales and management experience within a wide portfolio of commercial and public sectors. He has proven skills in account management, solution sales and corporate relationship development from his time in the IT and security systems integration industries.

Marc Wesley has led the sales drive in the UK for the past year for Arecont Vision. He now takes on the responsibilities of Strategic Accounts Director – EMEA. In this role he will lead the development of major systems integrator and distributor sales channels for Arecont Vision's multi-megapixel camera technology solutions that are increasingly in demand. Prior to joining Arecont Vision, Mr. Wesley held positions with Pelco, Dedicated Micros and Norbain.

ABOUT ARECONT VISION

Arecont Vision is the leading manufacturer of high-performance megapixel IP cameras and

associated software. Arecont Vision products are made in the USA and feature low-cost massively parallel image processing architectures MegaVideo® and SurroundVideo® that represent a drastic departure from traditional analog and network camera designs. All-in-one products such as the MegaDome®, MegaView™ and D4F/D4S/D4SO series provide installer friendly solutions. Compact JPEG and H.264 series of cameras address cost sensitive applications. These innovative technologies enable Arecont Vision to deliver multi-megapixel digital video at IP VGA camera price points.

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***EDITORS' NOTE:** Electronic files and photos are available upon request by emailing Ashley Palermo at in | fusion advertising at apalermo@ifadvertising.com.