Tech Valley Communications Appoints Senior VP of Sales & Marketing

Tech Valley Communications

Leading fiber provider's recent hires will contribute to company's sustained growth.

Albany, NY – Tech Valley Communications [1] , a facilities based telecommunications service provider operating networks in New York and Northern New England, today announces the appointment of Patrick Coughlin as Senior Vice President of Sales & Marketing effective immediately.

With more than 18 years of experience in sales leadership, including building strategic relationships with major wireless carriers, fiber service providers and enterprise customers, Mr. Coughlin is ideally suited to lead Tech Valley Communications' Sales & Marketing force and contribute to the company's ongoing expansion.

"In conjunction with the Company's continued growth plans, I am pleased to announce the appointment of Patrick to our executive team," states Kevin O'Connor, Tech Valley Communications' President and Chief Executive Officer.

"Patrick's extensive experience and impressive track record leading carrier, wholesale and enterprise sales and marketing efforts will help us fully leverage existing and new customer relationships and our extensive fiber network in the Northeast."

Mr. Coughlin previously held the position of Senior Vice President of Sales and Marketing at Fibertower. As part of his responsibilities, Mr. Coughlin frequently interacted with major customers and led revenue growth efforts. Prior to that position, he served as Vice President of Enterprise & Carrier Sales and Marketing at RCN Metro (formerly NEON Communications and Globix Corporation) from 2006 to 2009; and as Senior Director of Sales at NEON from 2001 to 2005.

Mr. Coughlin also served as a Senior Account Executive with NEON and other telecom companies, including AT&T and USTelecenters, during which time he was recognized for being a leading sales contributor for major accounts.

“I am very excited about the opportunity to join the Tech Valley Communications team,” comments Mr. Coughlin. “Throughout my career, I have had the pleasure in working with various highly regarded fiber providers, and am honored to continue that work with Tech Valley Communications. My background and relationships will serve Tech Valley Communications well as we expand our carrier relationships, pursue new customer segments and explore new ways to grow the business. I’m looking forward to helping Tech Valley Communications solidify its position as the leading provider of fiber based services in the New York and Northern New England market today.”

For more information http://www.techvalleycom.com [1].

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