

# Nectar Names Christopher Joe as Vice President of Sales

*Nectar Services announces that Christopher Joe has been named Vice President of Sales, Americas Channels.*

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-- Nectar Services Corp., a leader in Unified Communications network monitoring and management solutions announced that Christopher Joe has been named Vice President of Sales, Americas Channels. In this new role Joe will manage all aspects of Nectar's Channel Partner program, including driving revenue, strengthening existing partner relationships and expanding the partner program in general. Joe, who has extensive experience in developing technology sector channel strategies for networking hardware, on-premise software, and cloud services providers, brings an invaluable skill set and a wealth of innovation to Nectar's flagship offering, Converged Management Platform™ (CMP).



Nectar empowers its partners and customers by providing software solutions that significantly improve management, visibility, and service delivery across global and enterprise converged Voice-over-IP (VoIP), SIP and MPLS networks. Joe has over twenty years of experience as a Channel Sales Executive, most recently at Akamai Technologies, Inc. where he served over six years, first as Senior Director of Systems Integration and Cloud Services Providers and then managing its Latin American business.

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*David Giangano*

Joe was a notable figure at Akamai having developed and launched the first channel initiative supporting the Akamai Intelligent Platform, the leading cloud platform for delivering secure, high-performing user experiences to any device in any location.

"Chris brings a great combination of leadership, drive and strategic planning expertise to Nectar," commented David Giangano, chief executive officer, Nectar. "He grew Akamai's

Americas Channel business by over 40% per year for four years straight. I'm looking forward to seeing Chris achieve the same level of success here at Nectar."

## About Nectar Services

Nectar delivers business value by developing innovative solutions that arm IT organizations with actionable information that helps to adapt to change, manage complexity, and deliver quantifiable ROI reporting. Our flagship offering, Converged Management Platform (CMP) improves service delivery across integrated voice, data, video and UC applications, by providing critical performance information to executives and technical resources. Armed with this knowledge, companies now have the foundation to align IT initiatives with business objectives, transform their infrastructure and free up critical resources. Visit [www.nectarcorp.com](http://www.nectarcorp.com) for more information.

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