



Mike Segal joins Ipro Tech as Chief Revenue Officer

Ipro Tech announced today the appointment of a new member of its executive team, Chief Revenue Officer, Mike Segal.

TEMPE, AZ, US, January 15, 2019 /EINPresswire.com/ -- Ipro Tech, a global leader in eDiscovery and Trial technology announced today the appointment of a new member of its executive team, Chief Revenue Officer, Mike Segal. In 2018, Ipro made significant changes to the sales organization structure. The addition of Mike ensures Ipro has the leadership in place to grow to the next level. Mike comes to Ipro with a 20+ year track record of partnering with and scaling existing sales teams to \$50+ million or more. Working with rapid growth organizations, Mike commits for the long term, navigating his teams through the entire customer life cycle in complex selling environments making him an ideal addition to the Ipro team.



I see the opportunity to shape the vision for this market and drive significant growth through our commitment to customer success.”

Mike Segal, Ipro CRO

“I am excited to join a great leadership team and all the passionate people at Ipro Tech who have been serving this industry and customers so well,” said Segal. “I see the opportunity to shape the vision for this market and drive significant growth through our commitment to customer success.”

Ipro welcomed Dean Brown as their new CEO in mid-2018, and his fresh view of the potential for Ipro to drive value for its current customers and new clients is the core of Ipro’s focus. Backed by private equity firm, ParkerGale, who share the vision for Ipro’s future and the building of an executive team that can serve the company and industry alike.

The eDiscovery business is a very important part of the fabric of the legal systems in the developed world. The processes are at a juncture where driving productivity is a key focus for the industry and those who practice law to keep their prices from going through the roof. As the market matures eDiscovery software providers are looking for ways to differentiate themselves. Ipro not only has the edge within its Ipro eDiscovery Suite but also within the decades of talent on staff who love what they do. Ipro embraces a strong set of values; it stands for something. Their customers also share their values and are enthusiastic advocates for the Ipro brand. As we head into the new year, Ipro continues to focus on simplifying the complex process from discovery to trial.

ABOUT Ipro Tech, LLC. Ipro is a global leader in eDiscovery technology used by legal professionals to streamline discovery of electronic data through presentation at trial. Ipro draws upon decades of innovation to deliver high-performance software solutions and services that significantly reduce the cost and complexity of eDiscovery. Learn more about Ipro Tech at www.iprotech.com

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