

Progressive Pipeline Management Taps Ethan Montero as Head of Sales

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Progressive Pipeline Management (PPM), a national leader in trenchless pipeline rehabilitation and natural gas infrastructure, today announced it has named Ethan Montero head of sales.

Montero will report to Andrew Gonnella, president of PPM, and will lead the company's sales function across its gas distribution and facilities lines of business, utility and channel partner development, and the sales systems and processes that support a scaling organization.



Ethan Montero was recently named head of sales for Progressive Pipeline Management.

"Ethan's experience building sales functions around differentiated, regulation-driven products will play a key role in expanding PPM's footprint," said Gonnella. "His ability to build sales infrastructure, open new markets, and bring complex solutions to regulated industries aligns directly with PPM's next phase of growth."

Dave Wickersham, founder and CEO of PPM, said the appointment supports the company's vision to expand into new markets.

"For 25 years, PPM has focused on the specialized, demanding work of keeping critical gas and infrastructure systems in service," he added. "Bringing on a sales leader of Ethan's caliber is how we carry that expertise into new markets and put it in front of more of the utilities that depend on it."

Before joining PPM, Montero spent five years as head of sales at Urban Umbrella, a construction safety and sidewalk scaffolding company, where he closed more than 245 projects totaling over \$45M in contract value. While there, he built the company's sales infrastructure by hiring and managing the direct sales team, adding independent representatives, standing up CRM and sales processes, supporting the company's expansion into London, and creating an outbound

program that previously didn't exist.

"As PPM prepares to celebrate 25 years of innovation in trenchless pipeline rehabilitation, I'm looking forward to expanding its reach and deepening its partnerships across the utility sector," said Montero.

For more information about PPM, visit www.progressivepipe.com or on LinkedIn.

About Progressive Pipeline Management (PPM)

Progressive Pipeline Management (PPM) is a national provider of trenchless rehabilitation solutions for gas, water, sewer, facility infrastructure, and rapid emergency & disaster site services. With a 20+ year legacy and a proven portfolio of patented technologies and field services, PPM serves utilities, municipalities, and building owners across the U.S. with safer, cleaner, and faster alternatives to traditional utility maintenance and replacement. To learn more, please visit www.progressivepipe.com.

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