

## IMPACT EXPANDS COMMERCIAL SALES TEAM

### New Channel Sales Roles for Thomas Lane and Oscar Sed

June 29, 2016 - Impact Telecom, global provider of business cloud communications solutions welcomes two new members to our commercial services sales team: Thomas Lane as national channel sales director and Oscar Sed as regional channel manager. The addition of these new team members will help us grow and strengthen our commercial line of business through the partner sales channel.

Don Kinison, Senior Vice President, Commercial Services at Impact Telecom said, "With the addition of these two key sales executives, Impact has the right team in place to further develop our channel relationships and bring our innovative cloud services to businesses across the country." Of Thomas Lane, he continued, "we are fortunate to hire someone with this level of talent and expertise. Thomas Lane has not only the experience needed to successfully manage the channel, but the vision for what is needed for future growth. We are honored to have him as part of our team."

#### *Thomas Lane - National Channel Sales Director*

Thomas Lane has more than 25 years of experience in channel sales, account management and business development and has held executive sales positions at Broadsmart, Windstream, and Xspedius. Thomas successfully launched partner channel programs, hired and managed the development of new regional channel managers, and created marketing initiatives for partners. Thomas has a bachelor's degree in political science and business administration from The Ohio State University.

As director of national channel sales, based in Dallas, TX, Thomas will spearhead the aggressive expansion of our partner channel through the addition of experienced partner-focused channel managers and the further development of our channel support resources. Lane said of his new role, "I'm so excited to join Impact Telecom to further support partners. This was a special opportunity to be a part of a strong team of existing channel managers that I couldn't pass up."

#### *Oscar Sed - Regional Channel Manager – South Florida*

##### Regional Channel Manager, South Florida

Oscar Sed has over 10 years of experience in channel sales, lead generation, business development, and marketing. In previous positions at Momentum Telecom and Windstream, Oscar worked in channel sales focusing on prospecting, sales and new agent onboarding. Oscar has a degree in business administration and management from Florida International University.

As regional channel manager, based in the Miami, FL area, Oscar will use his expertise in selling hosted services and unified communications to expand Impact's partner channel in the strategic South Florida region.

#### About Impact Telecom

Impact Telecom is a communications company serving more than half a million business,

carrier and residential customers for over 25 years. We're big enough to continue investing in people, process and infrastructure, but flexible enough to provide personal service, transparent operations and dedicated support to any sized customer. Our cloud-based phone system and reliable network, which carries billions of minutes and messages every month, is supported with dedication and pride by a 100% US-based team of extraordinary people. Our partner program is designed for agents who want to provide the best in high quality reliable cloud communications services and support to their customers. More info at [www.impacttelecom.com/partners](http://www.impacttelecom.com/partners).

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