



## New Appointment

3rd February 2020

**Name:** Joe Shapiro

**Position:** Director of Sales for North America

**Previous role:** Director of Sales for CallOne/Hello Direct

**James Clarke (MD)** - We are very pleased to welcome Joe into our family. I personally think this is one of the most interesting/exciting times in JPL's history given our product offering with our recently launched patented wireless headsets. In addition, we now have the right 10 resellers signed up and committed to JPL, who are all "Headset Specialists" and understand the value and the versatility of the range JPL offers. Joe brings a huge wealth of knowledge and experience and will build our strengths with these Resellers and a whole mix of medium to large end users throughout the territory. Exciting times and very glad to have you onboard.

**Joe Shapiro** - I have been in the headset industry, working with the North American market for over 16 years. When I had the opportunity to join JPL, I knew it would be a perfect fit. With JPL's quality headsets, fair price, strong customer and partner focus, there was no reason why JPL shouldn't be in the conversation. I am excited for the opportunity to help JPL, a 15-year brand with a large market share in Europe, grow in the North American market.

### JPL Telecom's Mission

"To build an empowered headset channel with strong focus on sales success and margin, by offering competitively priced alternatives compared to the market leaders, that are certified by the UC vendors".

James Clarke, founder of JPL Telecom.

###