



davenportgroup

FOR IMMEDIATE RELEASE

**Davenport Group Hires Alison Williams
as New Customer Development Representative**

Saint Paul, MN, November 14, 2017 — Davenport Group, a Dell EMC Titanium Partner, is excited to announce the hire of Alison Williams as a Customer Development Representative.

As a Customer Development Representative, Ms. Williams will be responsible for fostering relationships with customers as she supports Davenport Group's Account Executives. Ms. Williams will work to ensure that every customer finds the right Dell EMC solution for their needs. She will report to Brandon Cole, Director of Sales.

Alison Williams comes to Davenport Group from Dell EMC. She has significant professional experience with Dell EMC's inside sales teams, and with different industry verticals. Her deep knowledge of Dell EMC products and services will be valuable as Davenport Group continues to position these best of breed products with customers. This new role as a Customer Development Representative will allow Ms. Williams to put her skills in fostering customer relationships to work.

"Alison's extensive experience with Dell EMC teams and products will help us grow our productive relationship with our partner," said Brandon Cole, Director of Sales. "We're excited for her expertise in not only Dell EMC products, but also in developing strong customer relationships."

Ms. Williams' knowledge of IT software and hardware, in addition to her ability to execute a complex sales process, will help Davenport Group continue to grow and serve more customers in more territories.

About Davenport Group

Davenport Group designs and implements IT solutions that help organizations proactively manage their data — today and into the future. Specializing in enterprise data storage and virtual infrastructure, Davenport Group is an end-to-end solutions provider serving mid-market customers nationwide. Davenport Group is a certified woman-owned business (WBENC). Visit www.davenportgroup.com to learn more.

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