

APX Net Expands Channel Management Team



For Immediate Release

APX Net Expands Channel Management Team with 2 New National Channel Managers

Channel Veterans Caroline Rogers and Scott Minor will Support Channel Partners with Sales of Complex, High-Speed Data Networks for Multilocation Businesses

BERWICK, Maine – August 7, 2019 – APX Net, a communications service provider specializing in complex high-speed data networks, has added Caroline Rogers and Scott Minor as channel managers. Both Rogers and Minor will recruit and support indirect sales partners nationwide to sell APX Net’s carrier-neutral multi-location high-speed network services.

“Caroline and Scott are exceptional channel managers who have enduring relationships with partners across the country,” said Jeff Wood, president of APX Net. “We are thrilled to have them on our team and know that they’ll be effective advocates for APX Net partners and their clients.”

Rogers is an accomplished sales and channel executive with more than 20 years of experience in sales development and enablement, and partner recruitment. Prior to working with APX Net, she held channel management positions at Access Point, The Conference Group, and TouchTone Communications. At APX Net, she intends to work side by side with sales partners, their sales teams and clients – what she calls “the boutique approach” that has helped her create strong relationships with sales partners over the years.

“APX Net goes the extra mile to deliver solid dedicated internet access, private line and WAN networking solutions and often times in the most difficult of situations,” said Rogers. “When other providers say the economics don’t add up because a location isn’t lit, or too far away from fiber, or too much trouble for some other reason, the APX Net team keeps digging until they find a way to make it work for the customer. They’re innovative and customer-centric. That really appeals to me and I know it will appeal to the partners I work with, too. I’m truly excited about joining the company.”

Minor has a proven track record of building effective channel programs by working with partners to uncover opportunities, engage prospects and close new business involving telecom and IT solutions. Prior to joining APX Net, he held channel management positions at Time Warner Cable Business Class and Fidelity Voice and Data.

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"After discussing the opportunity with several key partners and getting their feedback, it was clear that joining APX Net was the best path for me," said Minor. "The company has a terrific team and a reputation for delivering an exceptional experience for partners and customers. I'm thrilled to be on board and look forward to getting started."

About APX Net

APX Net is a carrier-agnostic communications service provider specializing in complex, multilocation high-speed data networks. APX Net designs, installs and manages multicarrier fiber-optic networks for customers with bandwidth-intensive needs, such as voice, video and cloud applications. The company also offers a single point of contact for customer service and consolidated billing. APX Net's services are available in the top 20 U.S. metro markets and most Tier 2 and 3 rural markets nationwide through a network of authorized sales representatives. www.apxnet.com

Media Contacts:

Karen Mathis

Director of Marketing and Sales Operations

APX Net

207.221.8389

kmathis@apxnet.com