



**FOR IMMEDIATE RELEASE**

## **OptConnect Expands Sales Team With Justin Nichols and TJ Nagy**

(SILICON SLOPES, Utah) January 18, 2021 – OptConnect, a longtime leader in managed wireless services, today announced that they have hired sales veterans, Justin Nichols and TJ Nagy as National Sales Executives to help expand their footprint in the energy and industrial IoT verticals.

Justin Nichols is an experienced sales professional, with more than 16 years spent in the civil engineered-specified products and wholesale distribution markets. Given his strong background and experience, Justin will be focused on growing new business in the industrial vertical.

“Having spent the last 16 years in the commercial and industrial wastewater and stormwater markets, there was always a pain-point within the industry for connectivity, remote monitoring and analytics of our equipment in the field,” said Nichols. “OptConnect has a terrific leadership team and resources in place to ensure the company’s continued high growth success as well as scaling the current business model to expand our footprint and value-based solutions.”

TJ Nagy joins OptConnect with a deep technology-focused sales experience. He is originally from Minneapolis, Minnesota, and came to Utah to work for Intel, where he was a Global Alliance Manager for more than 20 years. He graduated from the University of Wisconsin-Madison with a bachelor’s degree in International Economics.

“I am thrilled to join the OptConnect team and help facilitate growth in rapidly accelerating IoT markets centered in energy monitoring and commercial security,” said Nagy. “OptConnect’s long standing, unparalleled track record and reputation for delivering innovative technologies is impressive and I look forward to continuing the momentum.”

OptConnect continues to see phenomenal growth among the many markets they operate in. This sustained growth has landed OptConnect on the Inc. 5000 list of the nation’s fastest growing companies for 3 years in a row.

"We are excited to welcome Justin and TJ to the OptConnect sales team," said Wayne Vandekraak, Chief Sales Officer at OptConnect. "With their existing relationships across multiple verticals, we are excited to have them on our team and look forward to their contributions."

For more information about OptConnect, please visit [www.optconnect.com](http://www.optconnect.com).

**About OptConnect**



OptConnect is North America's leading provider of managed service wireless connectivity for ATMs, Smart Safes, Kiosks, Micro Markets, Digital Signage, and many other IoT/M2M applications. OptConnect provides a secure and reliable monitored wireless connection to the Internet for unattended equipment that is easy, low-risk, and convenient: All supported by a superior customer service infrastructure. OptConnect has spent 10+ years perfecting managed wireless services so that customers can focus on their core business strengths without having to deal with the delays, complexities, and frustrations of typical cellular deployments. OptConnect's fully managed solution provides Connectivity-as-a-Service for M2M and IoT applications that are simple and easy to implement.

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