

FOR IMMEDIATE RELEASE

OptConnect Hires Industry Veteran Brian Gill as Senior National Sales Manager

Gill has over 30 years of experience in the vending industry

(SILICON SLOPES, Utah) September 16, 2019 – OptConnect, a longtime leader in managed wireless services, today announced that they have hired industry veteran, Brian Gill, as Senior National Sales Manager. In his new role, Gill will be responsible for continuing to accelerate OptConnect's growth across multiple verticals, with a keen focus on the vending space.

With over 30 years of progressive career growth in executive-level positions in the vending, amusement and coin-op laundry industries, Gill is a high-energy business leader with deep industry (multi-generational) relationships and extensive success in various areas such as business development, sales, strategic planning, negotiation, implementation, and business plan achievement.

"We have no doubt that with Brian's experience in vending, micropayments, and IoT, that he is going to be a tremendous asset to OptConnect and our mission to connect the world," said Wayne Vandekraak, Executive Director of National Sales. "With his existing relationships across multiple verticals, we are excited to welcome him to our team and look forward to his contributions."

Gill began his career in vending at [Canteen](#), the nation's largest vending company. As his career flourished and progressed, Gill was appointed Vice President of Business Development at [PayRange](#) in 2014, a mobile payment service for unattended retail. In that role, Gill helped expand their customer base to over 2,800 customers over a five-year period. This was done across multiple industries, surpassing 100,000,000 transactions while expanding from one core product to a catalog of specialized solutions.

During this time, Gill was also the President of the [New York State Automatic Vending Association](#) (NYSAVA), a trade association made up of vending companies, product and equipment suppliers and manufacturers, to promote the vending industry. As President from 2012 to 2015, Gill worked on behalf of the entire vending industry in the state of New York directly with Government officials at all levels of the state government on political affairs that impacted the industry.

"Having worked in the vending industry for so long, I have always admired OptConnect for their employee-first approach and have always been intrigued by their products and technology advancements as well," said Gill. "When the opportunity presented itself to join the company, I was ecstatic to come into a company that I am passionate about."

Gill is the latest addition to OptConnect as part of the company's rapid growth that recently [landed them on the Inc. 5000](#) for the second year in a row.

For more information about OptConnect, please visit www.optconnect.com.

About OptConnect

OptConnect (<http://www.OptConnect.com>) is North America's leading provider of managed service wireless connectivity for ATMs, Smart Safes, Kiosks, Micro Markets, Digital Signage, and other custom 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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Media Contact

Kevin Dalton

Marketing Director

OptConnect

Kevin.Dalton@OptConnect.com