



## **Intersec opens an office in Singapore and hires Malcolm Richards as VP Sales APAC**

**Press release - February 7<sup>th</sup> 2017 - Paris,** Intersec (<https://www.intersec.com/en/>), the leading vendor of real-time streaming analytics software is pleased to announce the opening of a new office in Singapore. Starting with a team of 2 and planned to grow in the near future, this office will welcome the newly appointed VP Sales APAC, Malcolm Richards.

Malcolm will manage the Sales operations and teams for North and South Asia. The company already has great references in this area, such as VNPT in Vietnam and HKT in Hong Kong and plans to expand further. Malcolm's mission consists in consolidating and strengthening Intersec's positions with existing customers and securing new clients in the region.

An experienced senior sales executive with a considerable track record of developing, growing and managing new business in Asia Pacific. Malcolm held senior management positions at Nortel Networks Asia Pacific where he worked for 7 years and as EVP at Keppel T&T in Singapore. He has also spent the last 13 years in regional APAC sales leadership roles for various USA technology start-up companies including Arraycomm, Navini Inc (acquired by Cisco in 2007) and IP Wireless. Before joining Intersec, Malcolm was VP Sales/GM APAC at ASSIA Inc.

"Malcolm has an impressive track record in sales and new business development in the APAC region. We are confident he will convince new clients to sign with us and comfort our existing customers in their choice. His role is important in the development of the company and we wish him a lot of success." comments Ingolf Ruh, Chief Revenue Officer.

### **About Intersec**

Intersec designs innovative software enabling operators to leverage their network Big Data. Our disruptive technology crunches and consolidates huge amounts of data coming from heterogeneous network equipment and IT, and turns them into actionable insights in real-time.

Applications range from Customer Base Management, mass-scale Location-Based Services, Smart Cities and Business Analytics.

Discover our solutions on [www.intersec.com](http://www.intersec.com).

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