ADTRAN Announces New Leadership for Enterprise Networks Division

433 words
15 December 1999
13:02
Business Wire
BWR
English
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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Dec. 15, 1999--ADTRAN, Inc. (NASDAQ: ADTN) recently named Jim Butler as vice president of sales for the Enterprise Networks Division. "Our Enterprise Networks Division continues to experience aggressive growth as we introduce highly competitive, cost-effective products to help support Internet access, telecommuting, and other high-profile applications," commented Danny Windham, vice president and general manager of the division. "Jim's talents will be critical to delivering these products to our customers."

Mr. Butler's primary responsibility will be to oversee the sales of ADTRAN's enterprise network product offerings through a national distribution channel and to major accounts. In accepting his new role, Butler noted, "customers recognize ADTRAN as the leader in TDM networking solutions and in DSL local loop access. Beginning in 2000, customers will look to ADTRAN as a partner who helps them migrate their TDM networks to ATM, Frame Relay and IP technology, while taking advantage of lower cost, next-generation DSL services. No other access solutions company can do this like ADTRAN."

Mr. Butler brings 15 years of sales management experience to his new position. For the past three years at ADTRAN, he has served as director of distribution sales and director of sales for the central region. Prior to joining ADTRAN, Mr. Butler served in sales and sales management roles at Motorola.

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of network deployment and access solutions for delivering today's digital telecommunications services over existing copper infrastructures.

Today, ADTRAN technologies support more than two million local loops worldwide. More than 500 ADTRAN products support all major digital technologies, including DS3, T1, E1, Frame Relay, DDS, HDSL, xDSL, ISDN, and wireless transport. In the carrier network and enterprise markets, ADTRAN produces a complete end-to-end solution that provides the greatest network efficiency and lowest possible telecommunications costs.

According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1/E1 network and access markets. ADTRAN customers include the U.S. Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, corporate end users, international customers and original equipment manufacturers.

For more information, contact the company at 800 9ADTRAN (800 923-8726), 256 963-8000, or via e-mail at press@adtran.com. On the web, visit www.adtran.com.

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