



Vonage Enhances Leadership and Support for the Indirect Channel with New Channel Head and New Regional Channel Vice President

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HOLMDEL, N.J., Aug. 17, 2016 /PRNewswire/ -- Vonage, a leading provider of Cloud Communications for business, has announced two key management appointments to enhance the leadership, support and growth of its Channel Partner program.

Kyle Johnson has been promoted to Senior Vice President of Sales, reporting to Gregg Fiddes, Chief Sales Officer. With this promotion, Mr. Johnson becomes head of Vonage's Channel Sales, which provides more than 20 Master Agents and 350 Sub Agents with a one-stop shop for solutions and support to help them meet the full range of cloud communications needs for their business customers, whether they are serving large enterprises, mid-market companies or small businesses.

"Kyle has demonstrated extraordinary success in sales leadership throughout his career, and we are thrilled to be able to tap into his experience with the indirect channel to lead Vonage's Channel Sales organization," said Mr. Fiddes. "Under his direction, we will continue to provide channel partners with deep sales, marketing, training and engineering support to help them leverage Vonage's robust offering of cloud communications solutions for businesses of any size."

Vonage has also hired Gregg Rowe as Regional Vice President, Channel Sales, West, reporting to Mr. Johnson. Rowe is responsible for supporting Vonage's Channel Partners in the West Region of the United States as Vonage continues to expand its Channel Partner program through dedicated sales leadership and support for Master Agents, Sub Agents and other channel partners throughout the U.S.

"We are thrilled to have Gregg join our team," Mr. Johnson said. "His deep experience in cloud communications and commitment to providing an exceptional partner experience will further strengthen the relationship between Vonage and our partners in the Western part of the country."

Mr. Rowe joins Skyler Stewart, Regional Vice President, Channel Sales - Mountain and Jim Regan, Regional Vice President, Channel Sales -East, to lead one of the largest channel partner programs in the industry with more than 30 Vonage channel managers nationwide. This team, with nearly 200 years of combined industry experience, is also actively recruiting new Master Agents and other channel partners to further expand the company's reach.

Mr. Johnson has two decades of sales and channel management experience, where he developed and executed proven sales initiatives to drive customer acquisition, business development, partner retention and achievement of revenue goals for teams throughout the U.S. In addition to his responsibilities as head of Channel Sales, he also leads Telesales for the entire Vonage organization. He joined Vonage in 2013 as Vice President of Sales upon the Company's acquisition of Vocalocity. At Vocalocity, Kyle directed and managed national and regional sales teams, promoting hosted voice, cloud and security solutions to enterprises.

Mr. Rowe comes to Vonage from Lightstream, where he was the managing cloud co-director for solutions integration responsible for developing new lines of business for Lightstream's cloud computing service. Prior to Lightstream, he held a number of sales management roles at CenturyLink (Qwest), last serving as area vice president.

Vonage continues to invest in sales, marketing and technology infrastructure to support the success of its channel partners. Vonage provides channel partners with a single destination with multiple options for each customer, providing them with access to flexible product solutions and services that meet the needs of businesses. Mr. Johnson's promotion and the hiring of Mr. Rowe further reinforce Vonage's commitment to channel partners and the significance of the channel to Vonage's overall goal of becoming the leader in cloud communications for business.

About Vonage

Vonage (NYSE: VG) is a leading provider of cloud communications services for businesses. Vonage transforms the way people work and businesses operate through a portfolio of communications solutions that enable internal collaboration among employees, while also keeping companies closely connected with their customers, across any mode of communication, on any device. The Company also provides a robust suite of feature-rich residential communication solutions. In 2015, the Company was named a Visionary in the Gartner Magic Quadrant for Unified Communications as-a-Service, Worldwide and also earned the Frost & Sullivan Growth Excellence Leadership Award for Hosted IP and Unified Communications and Collaboration (UCC) Services. For more information, visit www.vonage.com.

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