



Vonage Names Dharmesh Shah Vice President of Inside Sales

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HOLMDEL, N.J., Dec. 12, 2017 /PRNewswire/ -- Vonage (NYSE: VG) has appointed Dharmesh Shah Vice President of Inside Sales. In this newly-created role, Mr. Shah is responsible for driving worldwide inside sales to support Vonage's growing global presence as a business cloud communications leader. Mr. Shah reports to Kenny Wyatt, Chief Revenue Officer.

"We are thrilled to welcome Dharmesh to the Vonage Sales team," said Mr. Wyatt. "His experience in building and leading winning Inside Sales organizations will be a tremendous addition to Vonage as the Company continues to accelerate its sales growth and momentum in the mid-market and enterprise segments."

With oversight of the Inbound, Outbound, and Inside Sales teams, Mr. Shah will scale and grow this channel with an emphasis on enhancing operational performance throughout the sales funnel, from lead to close.

Mr. Shah brings more than 17 years of technology sales, marketing, business development and entrepreneurial success to Vonage. With a deep understanding of Inside Sales best practices in the software, telecommunications and managed cloud services space, he has expert knowledge of products and services integral to Vonage's solutions for mid-market and enterprise businesses, including integrated unified communications and SD-WAN.

Most recently, Mr. Shah served as Vice President, Inside Sales at Earthlink, where he spearheaded the launch of a high growth enterprise Inside Sales structure by leading its strategy and cultural transformation. Prior to Earthlink, he served as National Director of Inside Sales for mindSHIFT Technologies, a managed IT infrastructure and cloud services provider, where he managed a team of Inside Sales associates across multiple locations covering 29 markets.

"I am excited to join Vonage at a pivotal time in its transformation into a business communications leader to help fuel the Company's continued growth," said Mr. Shah. "It is an honor to be a part of the Company's continued transformation into a leading, global business communications provider. I am looking forward to working with this dynamic and standout team of sales professionals."

About Vonage

Vonage (NYSE: VG) is a leading provider of business cloud communications. Vonage transforms the way people work and businesses operate through a portfolio of cloud-based 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.

Nexmo, the Vonage API Platform, provides tools for voice, messaging and phone verification services, allowing developers to embed contextual, programmable communications into mobile apps, websites and business systems. Nexmo enables enterprises to easily communicate relevant information to their customers in real time, anywhere in the world, through text messaging, chat, social media and voice.

Vonage Holdings Corp. is headquartered in Holmdel, New Jersey, with offices throughout the United States, Europe, Asia and Israel. Vonage® is a registered trademark of Vonage Marketing LLC, owned by Vonage America Inc.

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