

AMBITION

Grazer's sales, account team grows

PAUL BROEKHUYSE

GRAPHICAL asset knowledge management specialist Grazer has expanded its sales and account management team with two recent appointments.

Peter Zille joins as national business development manager, focusing on account management strategies and expanding the partner network.

He has extensive experience in the ERP vendor and partner community, having been national consulting manager at Jigsaw Services, senior client manager at Red Rock Consulting and technology services manager at JD Edwards.

Indrek Porm joins Grazer as business development manager in Melbourne. He has previously run sales and marketing consultancies in Australia and Europe, and has substantial industry sales experience with balanced scorecard/business intelligence vendor CorVu and database vendor SPL. Grazer CEO Craig Cowling says the appointments follow recent successful projects at Ararat Prison, Curtin University and SA Health.

"We are witnessing the widespread adoption of asset knowledge management solutions by commercial infrastructure owners to manage digitised operations and maintenance information for their built assets."

QANTAS has appointed Paul Jones as chief information officer, commencing in April. The former Mars CIO will report to Jayne Hrdlicka, group executive of strategy and technology.

Qantas's chief architect, Chris Seller, is leaving the airline, with his role to be filled by the head of IT corporate, freight and IT services, Lachlan McEwan.

BANK of Queensland's group executive for IT and operations, Jim Stabback, is moving to Westpac NZ as general manager.

His previous employers include Telstra, Commonwealth Bank, Westpac and EDS.

He will be replaced at BoQ by colleague Chris Nilon.



KELLY BARNES

Peter Zille has joined Grazer as national business development manager

RSA, the security division of EMC, has named Andy Solterbeck as Australia/New Zealand general manager.

He will focus on the enterprise and mid markets, and continue a hiring binge that has seen 13 new hires already this year.

Solterbeck is a recognised expert in security with 20 years' experience. His most recent role was director of security services of Telstra's enterprise and government division.

WILLIAM Lee has joined unified communications specialist Polycom as sales engineer for New Zealand. He previously spent 24 years at Telecom NZ as a solutions design specialist evaluating emerging products for IP tel-

ephony. Andrew Sainsbury will support the federal sales team in Canberra. He was previously with Datacom working as a communications solutions architect.

The unified communications specialist has also hired a number of new staff to prepare for major growth in the channel.

James Ware will work on relationships with key strategic partners including HP, Microsoft and IBM.

Sarah Thiess is the new channel marketing manager for A/NZ. She spent 14 years at Microsoft in sales and marketing, and will now lead the Polycom partner marketing strategy.

Other new channel appointments include Sally Creber as channel account manager cover-

ing Victoria, South Australia and Tasmania, and Sally Creber, who was formerly with Sage Business Solutions.

Lucy Lai has been named senior marketing manager for A/NZ. Lai previously worked at IBM as strategic lead for industry solutions marketing and spent nine years in Britain at Microsoft, COLT Telecom and BCS Global.

CONSTRUCTION Industry Solutions (COINS) has opened a second office, in Adelaide, to handle demand from Western Australia, South Australia and Victoria. Its Brisbane office has been operating for 12 years, and it also operates in Britain, Ireland, the US, Russia and Asia.
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