

NavCom Appoints Two New Sales Managers

NavCom Technology (CA, USA) has appointed Jim Williams and Gregg Boorman as sales managers for NavCom's external business. They will be responsible for achieving NavCom's revenue and growth goals for GPS products and services in direct sales to military and government customers, system integrators, and OEM's.

In addition, they will manage current commercial accounts and develop new business, manage the sales pipeline, and be responsible for meeting revenue forecasts.

For the past six years, Jim Williams was the COO for a specialty chemical company, where he sold services to the US government and a number of commercial customers. He has six years of experience in business development and sales working with the federal government and served in the US Navy for twenty years. Jim Williams holds a BA in Business Administration.

Gregg Boorman was a Sales Consultant marketing survey and GIS-grade GPS to engineering, survey and construction companies, for the past four years. Prior to that, he also was a sales manager for another survey company. Gregg holds a BS in Business Administration.

<https://www.gim-international.com/content/news/navcom-appoints-two-new-sales-managers>
