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ADARA Hires Frank Mlotkiewicz as Senior Director of Sales

Technology Sales Veteran Brings Proven Channel Strategy to ADARA

     

SAN JOSE, Calif., Dec. 5, 2013 /PRNewswire/ -- [ADARANetworks](#)[®], a global software company in the software defined networking space, today announced that veteran sales director Frank Mlotkiewicz has joined the company as Senior Director of Sales. Mlotkiewicz has more than 25 years of experience in technology sales and will be responsible for sales strategy and execution in his new role at ADARA.

"Frank is one of the leading Networking Sales professionals in the industry, having closed some of the largest switching deals during his tenure at Juniper. Frank brings great knowledge, experience and sales leadership to ADARA; his track record of results fits with the ADARA results-oriented culture," said Eric Johnson, Chairman and CEO of ADARANetworks. "He has a demonstrated record of closing multimillion dollar contracts, of recruiting and training teams, and of developing and implementing effective channel strategies at the largest networking companies; all of which will benefit further adoption of ADARA's solutions."

Mlotkiewicz joins ADARA from ADVA Optical Networking, where he served as the senior director of sales of North American channels. In his time there, he developed the North American channel strategy and many new partners. Prior to this, he served as the regional sales director at Juniper Networks and vice president at Nortel Networks. Previously, he was the director of marketing development at Nortel Networks, where he built a team from scratch and achieved financial goals for consecutive years. Mlotkiewicz graduated with a Bachelor of Science in electronics engineering technology from the The Ohio Institute of Technology.

"I'm excited for the opportunity to lead a great team and drive sales as well as increase awareness of the innovative solutions ADARA provides," said Mlotkiewicz. "The potential for SDN is unlimited and I'm thrilled to be a part of ADARA who is leading the industry."

About ADARA Networks:

ADARA has solidified its position as an industry visionary by empowering clients to fully leverage the potential of their networks, services and systems with timeless solutions designed to connect, enhance and facilitate interactivity that brings greater productivity. Built on a foundation of superior performance and reliability, ADARA delivers the industry's most advanced platforms for Information Technology. Secure and easily implemented, ADARA solutions enable services to communicate across multiple platforms in real time, enhancing network performance and productivity for our customers and partners, ultimately driving sales and growth. For more information, please visit: <http://www.adaranetworks.com>

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