



Fellowes announces new additions to UK sales team

Office product specialist Fellowes today announced three new starters to drive sales and profit growth across the UK.

With a focus on expanding its sales team, Fellowes has hired Tony Ellington, Tim Browning and Michelle Somerville to drive sales and develop relationships with new and existing customers.

Tony Ellington – IT Channel Business Development Manager UK & Ireland

With 16 years' experience in the Electrical Consumer & Distribution market, Tony has a strong track record of delivering consistent growth with a wide breadth of experience having sold through B2B, B2C, retail, online, reseller and distribution channels.

In line with the strategic focus at Fellowes to develop the expansive channel, and as testament to its ongoing commitment to deliver long-term sustainable growth within the IT Channel, Tony has joined as IT Channel - Business Development Manager UK & Ireland. Tony is dedicated to developing and executing strategic goals in both existing and new IT Resellers, ensuring that Fellowes products are at the forefront of mind at all times.

Tim Browning – Head of Sales – Business Development

Tim joins Fellowes from Bon Bon Buddies, with 8 years' experience in B2B sales helping him to develop business in expansive areas. Tim has spent a number of years at Dyson and has extensive experience building and securing opportunities in new channels. Tim will head up Business Development in new channels.

Michelle Somerville – Area Sales Manager

Michelle has worked in the OP industry for over 15 years, including management roles at BiC and Pentel, gaining a wealth of experience and knowledge across sectors. Michelle will be joining the team as Area Sales Manager, covering the Home Counties, Southern, London and Eastern areas of the UK. Michelle's role will include developing Fellowes' sales and marketing platforms with key dealer resellers, dealer groups, industrial and other customers. She will bring a wealth of ideas, experience, enthusiasm and commitment.

Fellowes UK & Ireland Country Head, Darryl Brunt added: *"We are very excited to bring these new faces to the team to ensure we achieve our ambitious plans for growth in both our new and core product ranges."*

-END-

About Fellowes Brands: Fellowes Brands is the global name behind ergonomic and workspace solutions. As a family-owned business that was founded in 1917, everything that carries the Fellowes

name is more than just a product. From workspace sit-stand solutions to ergonomic products - it's a promise of quality, performance and customer care. The company operates from 18 locations across the world with over 1500 employees in the Fellowes family. See www.fellowes.com for more.