

Borland continues to build Australian team

Software delivery optimisation leader, Borland (NASDAQ NM: BORL), has appointed Richard Grant as Southern Region Manager, Borland Australia. Based in Melbourne, Richard will be responsible for leading Borlands enterprise software sales teams in Victoria, South Australia, Western Australia and Tasmania. His new role will see him working with the teams to drive both new and incremental revenue into the existing customer database, as well as taking Borlands Application Lifecycle Management (ALM) solutions out to potential clients in the southern region.

Richard brings with him an in-depth knowledge of the IT industry and a number of the markets it services - including finance, education and insurance, said Peter McAlpine, Managing Director, Borland Australia and New Zealand. His appointment signifies Borlands commitment to servicing the entire country and helping customers maximise the business value of their software.

I joined Borland for its strength over the past 20 years, its technical excellence and its commitment to champion the customers agenda, said Richard. The Borland value proposition centered on delivering the software, services and partnerships for Software Delivery Optimisation is the cornerstone of how we will be successful in helping customers improve the overall software process.

Richard has more than 22 years of sales and marketing experience in Australia and New Zealand, having worked for companies including SAS Institute, PeopleSoft, SSA Pacific and JD Edwards. Most recently he was Sales Director for Disclinc Asia Pacific where he was responsible for launching the companys technologies and products to the Australia/NZ market. In this role, he drove revenues for the entire operation through the implementation of targeted business development and marketing programs including the creation and leveraging of partner and alliance relationships. Richard has worked with a wide range of clients including Amcor, Goldman Sachs JBWere, Norske-Skog Paper and Swinburne University of Technology.

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