WebCentral boosts sales force with three new appointments

Australia's largest web hosting company, WebCentral, has strengthened its business development and relationship management resources, recently naming Todd Buckley, Simon Oliver and Vic Scona in key positions.Todd Buckley, Wholesale Account Manager With more than 10 years experience in the telecommunications industry, Todd has moved sectors to join WebCentral's Sydney office to work exclusively with its wholesale customers, such as OzEmail. His background comprises a diverse range of roles, including five years in business development at Brisbane-based telecommunications and IT distribution company Cellnet, before moving onto Philips Consumer Communications. Todd then spent three years at Vodafone as their Retail Marketing Manager overseeing its retail and wholesale marketing initiatives. Prior to joining WebCentral, Todd was responsible for launching Foxtel into national major retail chains and launching its partner program with both Sony and Sanyo.Simon Oliver, Business Development ManagerSimon begins his position at WebCentral with a wealth of business development experience in the web hosting environments. Starting out with OzHosting in 2000 as their Senior Sales representative, Simon held a number of senior BDM roles including Manager Priority 1 network for its Reseller and Advanced Channel Partner networks at OzHosting before moving to greener pastures at WebCentral. He was BDM for its Advanced Services in their Victorian and Tasmania markets, and then became the principal BDM for its wholesale partners worldwide, including Request DSL, NTTVerio, Viking, peopletelecom. Based in WebCentral's Melbourne office, Simon's charter will be to grow WebCentral's Victorian dedicated hosting revenues.Vic Scona, National Key Partner ManagerAs National Key Partner Manager, Vic will manage and grow WebCentral's already solid relationships with its Tier 1 Partners Australia-wide. Based in WebCentral's Sydney office, Vic moves to WebCentral with a strong background in the online industry. As Business Development Director with RedSheriff Limited from February 2002, Vic was responsible for driving sales of web-based measurement, ratings and research services, as well as assisting in the development of new product groups and overseeing vertical strategies within key Australian industry groups. He was also part of the original Sydney CitySearch team in 1997, from which he progressed through to sales management in early 2000. A wider role at f2 followed, when Vic became National Product Integration Manager in February 2001.