Written by Bob Snyder
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Yorktel announces an increased EMEA presence with the opening of an office in France, the first in the country. **Stéphane Guez** *[photo]* will head the office as the new Territory Sales Manager for France.

In his new post, Stéphane is tasked with growing Yorktel's (Yorktel France SAS) country revenue and building on an already established international presence.

Ron Gaboury, Yorktel CEO, notes "France represents the second largest videoconferencing market in Europe, behind only the United Kingdom. As such, strengthening our presence in France is key to our being able to capitalize on this market opportunity."

Stéphane brings more than 20 years of industry expertise to his position as Territory Sales Manager. Prior to joining Yorktel, he held positions such as Sales Manager, Manager of Global Alliances, and Business Development Manager for France and EMEA with companies including Cabletron Systems, T-Systems, NTT, Nortel and Alvarion.

Global expansion remains a top priority for Yorktel. In 2012, the company acquired UK-based First Connections, an award-winning service provider with operations across the UK and Ireland.

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