Lynxspring Announces Two New Business Development Managers Join Their Technology Solutions Partner Team

Lynxspring, Inc. (https://www.lynxspring.com), a premier developer and provider of open, IP-control solutions for building automation, energy management, and edge-to-enterprise integration, announced today that Guerry Matthews and Danny Kelsey have joined their Technology Solutions Partner team as Business Development Managers.

LEE'S SUMMIT, Mo. (PRWEB) August 14, 2018 -- Lynxspring, Inc. (https://www.lynxspring.com), a premier developer and provider of open, IP-control solutions for building automation, energy management, and edge-to-enterprise integration, announced today that two new business development managers have joined their Technology Solutions Partner team.

Joining Lynxspring are Guerry Matthews, who will be responsible for business development in the US eastern region, and Danny Kelsey, who will be responsible for business development in the southwest region of the US.

Guerry Matthews joins Lynxspring with nearly 30 years of sales account management, distribution channel development, partner recruitment, and branding and target market analysis expertise. Guerry has developed sales channels both on a national and international scale and most recently served as vice-president overseeing a team of regional sales managers tasked with growing the system integrator channels in US, Canada, Central and South America.

Given his strengths in customer relationship management, and building automation and system integration, Danny Kelsey joins Lynxspring with almost 15 years of experience as a sales manager, senior project developer, and a BAS installation and service technician. Previously, Danny was the lead BAS project developer on a Project Development team responsible for the Austin, San Antonio, and Houston areas.

“We are excited to have Guerry and Danny join our team to support our growing Technology Solution Partners here in the US. Both have valuable expertise in connected building technologies and control systems, and solid experience working directly with system integrators and contractors. They will be great assets to our Lynxspring team,” said Marc Petock, Chief Communications Officer and Vice-President of Marketing at Lynxspring.

More information about Lynxspring building automation, energy management, and edge-to-enterprise products and services, or to learn about becoming a Lynxspring Technology Solutions Partner, is available at https://www.lynxspring.com.

About Lynxspring, Inc.

Embracing open software and hardware platforms, Lynxspring develops, manufactures and distributes edge-to-enterprise solutions and IoT technology to create intelligent buildings, better energy management systems, equipment control and specialty machine-to-machine and IoT applications. Lynxspring technologies and solutions simplify integration, interoperability and connected data and analytics from the edge to the enterprise, and are deployed in billions of square feet of commercial buildings in the United States and internationally. More information about Lynxspring is available at https://www.lynxspring.com.
Media Contact:

Lynxspring, Inc.
Tanya Peterson
PR and Marketing Manager
marketing@lynxspring.com
877-649-5969
Contact Information
ROBIN BESTEL
Bestel & Associates
+1 (610) 428-5845

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