**Marc Pawson, Sales Director at Cybit**

Marc brings a wealth of experience in sales leadership and business development. His career spans over two decades, with awards and industry recognition for his continued drive to deliver innovative solutions to his clients. His most recent position was Head of Sales at Ultima Business Solutions and prior to that he held senior sales positions at Cantium, CAE Technology Services and BT Group where he specialised in clients across the Top 100 Legal and Financial Services organisations.

With a career spanning nearly two decades, Marc’s ability to secure major contracts and strong client relationships, is due to his commitment to working with diverse client portfolios, understanding customer pain points and solving them, using industry insights to the advantage of his clients and as a result, has gained a reputation for delivering exceptional results.

In his role at Cybit, Marc will be responsible for directing market expansion goals, strengthening strategic alliances, developing high performing sales and client management teams that both deliver and exceed customer technology expectations with a goal of achieving long term partnerships.