



MNJ Technologies Taps Diane Bierman as VP Strategic Partnerships & Sourcing
New Position Will Advance MNJ's Ability to Help Clients Solve Business Problems

BUFFALO GROVE, IL (January 01, 2019) – MNJ Technologies, a midmarket-focused IT solution and services provider, today announced the promotion of Diane Bierman from VP of Sales to serve in the new role of VP of Strategic Partnerships and Sourcing. Bierman's work in enhancing strategic relationships with MNJ's partner community will advance the company's consultative expertise and associated ability to develop customized solutions that help clients streamline operations and increase bottom-line performance.

Bierman has worked in the technology industry since 1991, including 16 years at CDW where she held inside and outside sales positions as well as product and partner management roles. She joined MNJ in 2013 in a services position, was named VP of Sales in 2015, and most recently helped drive strong 2018 revenue growth that included a 20% increase in the company's monthly services business as well as a 500% increase in SD-WAN products and services.

"Strong partnerships are the lifeblood of any technology services company. They provide vital insights into IT trends and applications, ensure alignment with the latest solutions and services, and enable access to resources that facilitate the customer journey," Bierman said. "This new position gives me the opportunity to take MNJ's vendor and distributor relationships to the next level in order to arm our sales and services teams with the best possible tools and information for supporting our clients."

"Our business revolves around developing technology solutions and services tailored to clients' needs. The stronger the collaboration with our partners, the better we can fulfill that role," said Ben Niernberg, MNJ Senior Vice President. "Diane's experience on both the sales and the partner management sides of the business makes her uniquely qualified to further build those relationships and thereby strengthen our ability to deliver the best recommendations and implementations for our clients."

The appointment is effective immediately.

About MNJ Technologies

MNJ Technologies is a technology and managed services provider that focuses on helping midmarket companies increase productivity, simplify IT systems and reduce costs through best-in-class vendor-agnostic solutions and services. The company's certified solution consultants and engineers help clients optimize operations through the use of SD-WAN, unified communications, networking, security, cloud and other technologies. MNJ was founded in 2002 and is headquartered in suburban Chicago. For more information, visit www.mnjtech.com.