



MNJ Technologies Expands Sales Management Team with Nazrin Sadikhova

Additional Sales Manager Supports Growing Sales Staff & IT Services Business

BUFFALO GROVE, IL (May 18, 2020) – [MNJ Technologies](#), a midmarket-focused IT solutions and managed services provider, today announced the expansion of its sales organization with the hiring of new sales manager Nazrin Sadikhova. The company now has three sales managers and has also promoted 13-year MNJ employee Kevin Cowan to serve as its first director of sales, creating an upgraded team structure to support its rapidly growing 50-person sales staff and customer base.

Sadikhova most recently served as a Cisco business development manager at Comstor, Cisco's largest distributor, and previously spent four years at Cisco in program and contracts manager positions. She has been instrumental in helping MNJ build its Cisco networking and cloud business, including switching equipment, unified communications, contact center deployments, and associated managed services.

Sadikhova also has strong relationships with OEMs other than Cisco, deep IT services experience, and proficiency in creating integrated programs that will help advance MNJ's focus on continuing to expand its services business.

MNJ logged a 35% increase in monthly recurring services revenue in 2019, including managed SD-WAN, managed LAN, Unified Communication as a Service (UCaaS), and bandwidth and connectivity services related to its role as a certified Competitive Local Exchange Carrier (CLEC), and is aiming to match or exceed that growth in 2020. The firm's overall revenues grew 23% from 2018 to 2019, fueled primarily by an emphasis on edge-based solution sales.

"Our sales team has grown by double digits in the last year to both accommodate and drive our business growth, so we needed to add a new sales manager to ensure that every team member receives the attention that he or she needs to help us hit our sales goals and service clients effectively," said Andrew Ballema, MNJ's vice president of sales. "Nazrin has been a tremendous asset over the last four years as our Cisco field account executive and business development manager, and we know that she will make an even more valuable contribution as a member of our in-house sales organization."

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. Founded in 2002, MNJ headquarters is in suburban Chicago. For more information, visit www.mnjtech.com.