

## Team Spotlight



**"I am delighted to bring this experience to HTEC & to be joining the company at an exciting time in the evolution of the business."**

Gareth joins the sales team as Business Development Manager covering the North. With over 20 years' experience in solution sales and business development, Gareth has learned the value of consultative selling time and again. Gareth says, *"For me, it's all about building relationships based on honesty, trust and transparency – sadly quite rare in sales these days but call me old fashioned!"*

Gareth's background is predominantly within technology-based solutions, with particular expertise in Business Management Software, eCommerce, EPOS

and Customer Loyalty. Gareth said, *"I'm delighted to bring this experience to HTEC & to be joining the company at an exciting time in the evolution of the business."*

Gareth believes some of his success can be attributed to a number of personal philosophies:

- Believing in the company and the product/service they offer and sharing the same values
- A truly consultative approach creates a win-win for both parties
- Never over-promise, always over-deliver

On a personal level, Gareth loves to travel, is an avid skier and a keen follower of tennis. He also has a passion for music and can often be found in the pub at the weekends playing guitar with his band. Welcome on-board Gareth!

Andy can be contacted on:

Mobile.  
07384 256119

Email.  
gmillinship@htec.co.uk