

News

Vanderbilt Enhances Sales Team with New Hire



Parsippany, N.J., Jan. 29, 2018 – [Vanderbilt](#), a global leader providing state-of-the-art security systems, has expanded the capabilities of its sales team through the appointment of Alan Nydes as Northeast Director of Sales.

In his new position with Vanderbilt, Nydes will be in charge of implementing and managing the sales activities in his target region, identifying new market opportunities and defining the actions required to build revenue.

Nydes is an access control and video security expert with experience in the design and deployment of integrated IP-based solutions. His knowledge of integration design enables him to help Vanderbilt's reseller network build systems that leverage innovative, intelligent solutions that drive value to the end user.

Prior to joining Vanderbilt, Nydes was Integration Sales Account Manager, Mid Atlantic Region, for Allegion. He is a 25-year veteran of the security technology industry.

Alan's industry experience and professional caliber were a natural fit for Vanderbilt as we look to expand our leadership role in emerging technology segments, such as cloud services and integrated platforms. We aim to stay at the forefront of market demands and I am confident Alan will play a significant role in helping us provide the solutions today's clients need.

Eric Widlitz, Vice President - North America Sales, Vanderbilt

About

Vanderbilt, a subsidiary of ACRE LLC, is a global leader in creating state-of-the-art security systems. Vanderbilt's innovative approach to security technology – from design and manufacturing, through to distribution – makes environments safe, secure and easy to maintain. Vanderbilt's products range from single-user systems to highly customized applications that fit the unique requirements of leading multi-national corporations. Our product lines include access control, intrusion and video. For more information, visit www.vanderbiltindustries.com.

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