



## **Compass Sales Solutions Announces Jim McMeel as New Vice President of Sales/Eastern Region**

Boise, Idaho – September 2011 - Compass Sales Solutions, the industry leader in sales opportunity software is proud to announce that Jim McMeel, former Vice President and General Manager of Toshiba Business Solutions Indiana (previously HPS Office Systems) has joined the company as Vice President of Sales for the Eastern Region. Jim will be responsible for expanding the company's highly successful Sherpa product and managing the company's increasingly growing sales team for the Eastern United States.

Jim comes to Compass with 26 years of industry experience including using Compass as a successful dealer principal. Jim's career started as a Sales Representative with HPS Office Systems where he ultimately served as VP/GM and Minority partner. Jim also has extensive experience in the financing industry and served as Director, Vendor Relationship Development at GreatAmerica Leasing Corporation. His expertise in Managed Print Services was further honed when he became Director of Sales for Cannon IV, an independent Hewlett Packard reseller. Jim then made the transition to HPS Office Systems, now Toshiba Business Solutions Indiana as Vice President/General Manager. Jim is well known and respected in the industry and was a member of the Copier Dealers Association (CDA) while at HPS Office Systems.

"I've chosen to join the Compass organization because they are the industry recognized experts for sales automation software and I have seen firsthand, as a Dealer Principal, what a difference this innovative program can make at a dealership level. There is a true team effort at Compass and a willingness to make sure that the customer is taken care of. A true partnership exists between Compass and their customers and I'm excited to become part of this winning team." states Jim.

Troy Casper, President of Compass Sales Solutions, stated, "We are extremely pleased to welcome Jim to the organization and I am confident that he will be a key contributor in our continued growth. Having known Jim for nearly 10 years, he is a strong and talented leader, highly professional, and committed to excellence. His dealership experience and MPS Success will be a strong asset to our ongoing business growth"

### **About Compass Sales Solutions:**

Compass Sales Solutions offers the most advanced Sales-force Automation, Solution Selling & Fleet Management software system, along with in depth consultative services provided by Industry recognized experts. Designed from a sales perspective, Compass combines the ability to manage your prospective database, complete detailed TCO analysis, price service contracts, generate thorough, professional proposals and sales paperwork, all at the touch of a button. Compass also offers complete integration with your ERP and Outlook systems. Visit our website at [www.compasscontact.net](http://www.compasscontact.net) or contact us at (800)295-0411