



Hinc joins 20:20 to spearhead fixed-mobile convergence drive

20:20 MOBILE Group has recruited leading industry figure David Hinc to head its new Mobility Solutions Division.

David, former commercial director at Unique Distribution, will become Sales Director specialising in the emerging fixed-mobile convergence arena. He will develop new business partnerships for channels requiring a 'high touch' sales relationship.

Mobility Solutions aims to provide complete end to end solutions for Mobile Dealers, Fixed Line VARs , IT Distributors and Enterprise in the Unified Communications market building on 20:20's award winning capabilities extending their market reach into this burgeoning market sector.

David is a veteran of 20:20 Logistics where previously he project-managed the handset supply contract for the Tesco MVNO launch. His remit this time will be to provide a one-stop shop supplying devices, accessories and mobile applications in addition to bespoke kitting and configuration of handsets.

Commenting on David's appointment, UK MD, James Browning, said:
"We're delighted to have someone of David's calibre on-board. He brings a wealth of experience in the industry at senior levels, but he also has a real insight into the future development of fixed-mobile convergence and will prove a real asset to the team here."

David added:
"I'm really excited to be back at 20:20, providing our customers with additional opportunities. I'm doubly glad because the business shares a real understanding the potential of fixed-mobile convergence – the next major step in telecoms' evolution."

Ends.

NOTES:

Photo of David Hinc attached.

David Hinc biography

After a successful early career in multiple retail, manufacturing and distribution sectors, in Senior Management roles including Managing Director, David moved into mobile telecoms in 1999 as National Accounts Director for market leader PT Distribution, being responsible for £100m sales revenues. He was engaged with Network Pre-pay and SIM Free handsets, pre-pay airtime vouchers and the introduction of e-top up terminals, accessories and downloadable content.

David first joined 20:20 Logistics in 2002 and established a new sales division supplying SIM free handsets into non-traditional retail channels. He was instrumental in the launch of Nokia's N-Gage gaming device and negotiated, won and personally project managed the handset supply contract for the Tesco Mobile MVNO from launch.

He continued his mobile career for Unique Distribution where in his last role as Commercial Director he was responsible for several business units including Airtime, Retail, e-commerce, Fixed Line & B2B Managed Services divisions.

If you require further information, please contact Head of Communications, KEVIN MEAGHER, on 07917 895 229.