

## **Compass Sales Solutions Announces Melanie Cole as New Major Account Specialist!**

**Boise, Idaho – May 2014** - Compass Sales Solutions, the industry leader in sales opportunity software, is proud to announce that Melanie Cole, former Consultant for Cole Consulting, specializing in Soaring Sales and Training, has joined the company as our new Major Account Specialist. Melanie will be responsible for expanding the company's highly successful Sherpa product, helping launch the newest, highly anticipated cloud-based MPS product - ezMPS, and also providing training for new and current customers.

Melanie comes to Compass with 20 years of industry experience starting with a 7 year sales professional career selling office technology, followed by a 13 year consulting career working with dealers across the country introducing them to technology that not only improved the sales process but ultimately led to increased revenue.

"I've experienced firsthand what technology can do for a sales organization and it is my belief that the key to success is first partnering with a company that not only has what you need now, but is already anticipating and working on what you will need tomorrow," says Melanie. "With that said, it is my pleasure to join the team at Compass!"

Melanie continues, "My decision to join Compass comes from a shared belief that customer satisfaction is paramount and should be the driving force in all that we do. I am so happy and excited to continue to work with so many of you who already know me, and look forward to introducing myself to those of you who do not!"

Troy Casper, President of Compass Sales Solutions, states, "We are extremely pleased to welcome Melanie to the organization. Having heard wonderful things about Melanie for many years, including that she is highly professional, very knowledgeable in the industry and committed to excellence, I am confident that she will be a key contributor in our continued growth."

