



davenportgroup

FOR IMMEDIATE RELEASE

Davenport Group Welcomes Ferrin Hardy to Their Team of Customer Development Representatives

Saint Paul, MN, December 6, 2017 — Davenport Group, a leading end-to-end solution provider for mid-market customers, is happy to announce the hire of Ferrin Hardy as their newest Customer Development Representative.

In her new role, Ms. Hardy will support Davenport Group's Account Executives as they work to find the best Dell EMC solutions for their customers. Ms. Hardy will continue Davenport Group's long-standing commitment to excellent customer service. She'll work with end users and Dell EMC teams to guarantee that each solution matches the needs of customers. Ms. Hardy will report to Brandon Cole, Director of Sales.

Ferrin Hardy has years of experience with Dell EMC. She comes to Davenport Group with a thorough knowledge of Dell EMC's large product portfolio because of her time as a product specialist and technical sales representative. Ms. Hardy also has experience cultivating existing relationships and building new ones, making her an asset to Davenport Group, a company that values exemplary customer service.

"Ferrin's ability to listen to customers, identify the right solution, and develop a lasting relationship will help Davenport Group continue to take care of our people," said Brandon Cole, Director of Sales. "We know she'll be a great addition to a strong team dedicated to representing our customers."

Ms. Hardy's role as a Customer Development Representative will allow her to foster communication and collaboration between Dell EMC teams, Davenport Group Account Executives, and customers. Her industry knowledge and professional experience will help her to situate Dell EMC solutions that are ideal for Davenport Group's customers.

About Davenport Group

Davenport Group designs and implements IT solutions that help organizations proactively manage their data — today and into the future. Specializing in enterprise data storage and virtual infrastructure, Davenport Group is an end-to-end solutions provider serving mid-market customers nationwide. Davenport Group is a certified woman-owned business (WBENC). Visit www.davenportgroup.com to learn more.

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