Management team strengthened: Robert Mallinson is the new head of sales at LANCOM

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Aachen, November 15, 2023—LANCOM Systems has a new Chief Sales Officer, Robert Mallinson. On November 1, 2023, the 44-year-old took up responsibility for the overall sales for the German network-infrastructure and security supplier. He takes over the position from LANCOM founder and managing director Ralf Koenzen, who most recently headed the sales organization on an interim basis. In his role as CSO, Robert Mallinson is also a member of the LANCOM Management Board.

Robert Mallinson brings many years of experience in management and the industry. Formerly at Siemens AG, he was responsible for purchasing at the IP Networks Equipment division. In 2007 he moved to the network manufacturer Cisco Systems, where he took care of the European carrier business before taking charge of key account sales in the North/East region for a further five years. His professional profile is rounded off with experience in the initiation of a start-up and many years working as general sales manager for the SME, avodaq AG.

As CSO at LANCOM, Robert Mallinson is responsible for the national and international business with distributors and specialist resellers as well as the marketing through system integrators and network operators. Together with his sales team, he will maintain LANCOM’s channel-oriented focus while delivering new initiatives to strengthen and continue developing partner landscapes at home and across Europe.

“I very much look forward to working with the LANCOM team and closely cooperating with our partners and our parent company Rohde & Schwarz to drive forward secure digitalization in Europe,” says an enthusiastic Robert Mallinson.

“With his broad range of experience from major corporations to SMEs and the start-up scene, Robert Mallinson is the ideal choice for us as CSO. With him, I see us in an excellent position to continue LANCOM's long-standing success story together with our partners while at the same time setting the course for future growth,” says LANCOM founder and managing director Ralf Koenzen.

About LANCOM Systems:

Rohde & Schwarz Networks and Cybersecurity GmbH is a leading European manufacturer of

network and security solutions for business and the public sector. The portfolio includes hardware (WAN, LAN, WLAN, firewalls), virtual network components, and cloud-based software-defined networking (SDN).

Software and hardware development as well as manufacturing take place mainly in Germany, as does the hosting of the network management. There is a strong focus on trustworthiness and security. The company is committed to products that are free from backdoors and is a holder of the trust mark “IT Security Made in Germany” as initiated by the German Ministry of Economics.

LANCOM was founded in 2002 and has its headquarters in Würselen near Aachen, Germany. Customers include SMEs, government agencies, institutions, and major corporations from all over the world. Since summer 2018, the company has been a wholly owned subsidiary of the Munich-based technology group Rohde & Schwarz.

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