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Smithville Digital expands statewide presence, adds Manager of Business Development to regional sales team

Ellettsville, Ind. (Oct. 22, 2008)—Leading Indiana’s effort to expand fiber-optic connectivity throughout the state, Smithville Digital, an affiliate of Smithville Telephone (Indiana’s largest privately owned telecommunications company), has expanded the size of its sales team. Andrew C. Brelage of Indianapolis has been hired as Manager of Business Development.

Based out of Columbus, Indiana, Brelage will work with the Smithville sales team to identify potential business customers, develop proposals and contracts for new and existing customers, assist in the development of business plans for new markets, and be the single point of contact for customer service issues in the Columbus area.

Formally a field sales development representative for EchoStar Communications, Brelage has an extensive background in sales and management. His experience includes training personnel on product usage, tracking sales progress to reach company goals, and coordinating trade and sales shows as well as events and promotions.

“We’ve found a good fit with Andrew,” Cullen McCarty, president of Smithville Digital said. “His background in sales is impressive and he demonstrates an enthusiasm and personality that will engender successful working relationships with Smithville clients and potential clients as Smithville Digital strives to increase fiber-optic connectivity throughout the state. We’re excited for him to be part of our team.”

Brelage is a graduate of the University of Evansville with a degree in mass communication and marketing. As manager of business development for Smithville Digital, he will promote the expansion of the company’s current fiber-optic broadband services throughout Indiana to companies, cities, municipalities and technology parks.

About Smithville Digital

Smithville Digital was formed in 2003 to offer the highest technological services for businesses and networking throughout the state of Indiana. Smithville Digital provides a fiber-optic means of digital data transmission to its customers. Fiber-optic technology allows for “last mile” connectivity as well as network management solutions to help customers meet their data transmission needs. For more information about Smithville Digital visit www.smithvilledigital.net.

Smithville Digital was formed as a spin-off of Smithville Telephone Company. Founded in 1922, Smithville Telephone has grown to be Indiana's largest independent telecom company. Smithville Telephone Company has expanded its services to include Smithville Digital as well as DSL services. The headquarters are located in Ellettsville, Ind. For more information please visit www.smithville.net.

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