

# Andrea Volkhardt is new head of Field Marketing at LANCOM Systems

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Aachen, May 19, 2016—LANCOM Systems, the leading German manufacturer of networking solutions for business customers and the public sector, appoints a new head of Field Marketing. With immediate effect, Andrea Volkhardt (53) is responsible for channel, industry and end-customer marketing. She succeeds Silke Schappner, who left the company on April 30, 2016.

Andrea Volkhardt has more than 20 years of experience in marketing, including a number of years in senior management positions in the IT and telecommunications industry. Her last position was the network vendor ZyXEL, where from 2005 to 2016 she was head of marketing and communication for the German and Austrian markets.

In her new position as the director of Field Marketing, Andrea Volkhardt is responsible for worldwide channel, industry, and end-customer marketing. This includes among other things the LANCOM partner program LANvantage and lead generation for the entire LANCOM partner landscape. She reports directly to the managing partner Stefan Herrlich.

"With Andrea Volkhardt, we at LANCOM have gained a real industry expert. Not only does she bring extensive knowledge of the market for network infrastructure solutions with her, but she is excellently networked as well. I am certain that, with her support, we can further



strengthen and expand the success of LANCOM in this ongoing phase of growth," says Stefan Herrlich.

In her spare time, the mother of two grown-up sons enjoys sport, dance, and the pursuit of her great passion, travel.

#### LANCOM Systems background:

LANCOM Systems GmbH is the leading German manufacturer of reliable, innovative networking solutions for business customers. LANCOM's two business units, VPN Network Connectivity and Wireless LAN, offer professional users secure, flexible infrastructure solutions for local-area and multi-site networks. The entire core product range is developed and manufactured in Germany. In addition, LANCOM also provides VPN solutions certified by the German Federal Office for Information Security (BSI) for the protection of particularly sensitive networks and critical infrastructures (EPCIP) against cyber attacks. LANCOM Systems has its headquarters in Würselen near Aachen, Germany, and other offices are located throughout Europe. Customers include small and medium-sized enterprises, government agencies, institutions, and major corporations from Germany, Europe and increasingly worldwide.

Your editorial staff contact:

Kristian Delfs

International PR-Manager

LANCOM Systems GmbH

Phone: +49 (0)89 665 61 78 – 69

Mobile: +49 (0)1743 469 170



**LANCOM**  
SYSTEMS

Kristian.delfs@lancom.de

[www.lancom.eu](http://www.lancom.eu)