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SALES ENGINEER, DEL PIERSON, PROMOTED TO PRODUCT LINE MANAGER

(Manchester, NH | July 26, 2023) – XMA Corporation is thrilled to announce the promotion of Del Pierson to the position of Product Line Manager. Del began her journey at XMA in 2020 as a Sales Engineer, and throughout her tenure in this role, she has served as a technical lead for sales representatives and customers, showcasing her leadership prowess in various aspects of the sales department.

As a Sales Engineer, Del has consistently demonstrated excellence as a valued member of the XMA team, consistently going above and beyond to fulfill her duties. She has been instrumental in creating and managing [Del's Blog](#), Watt's Happening, and ProductBlast, and actively participated as a co-lead in the website redesign project, where her expertise in technical matters shone through her content creation efforts. On the technical front, Del's contributions have been remarkable, including her work on the Quantum Economic Development Consortium's (QED-C) Control Electronics Report.

Del will now assume a crucial leadership position within the sales team, taking on the role of Product Line Manager. In this capacity, she will be responsible for managing both current and future product lines, with a focus on increasing market share and enhancing product profitability. Additionally, she will be actively involved in monitoring the development of new products, conducting ongoing market research, overseeing order tracking, participating in company meetings, and continuously evaluating product performance and profitability.

Acknowledging Del's exceptional abilities, she has recently been accepted into the NH Tech Alliance's Ascending Leaders in Tech program, designed to empower emerging leaders in the tech industry through interactive and hands-on experiences, networking opportunities with influential tech executives, and the opportunity to maximize their impact within the field.

Peter Richard, General Manager at XMA Corporation, praised Del's contributions, stating, "Del has proven herself to be an incredible asset to the company, showcasing professionalism, strategic thinking abilities, and a collaborative spirit that makes her a perfect fit for this position. We are also thrilled with her acceptance into the NH Tech Alliance's Ascending Leaders in Tech program. It is truly well-deserved."

XMA Corporation extends its sincerest congratulations to Del on her well-earned promotion to Product Line Manager. There is no doubt that she will thrive in this new role, and the company eagerly anticipates

witnessing the outstanding achievements she will accomplish alongside the sales team. Together, they will continue to drive XMA Corporation to new heights of success.

About XMA Corporation

XMA Corporation-Omni Spectra® is a Manufacturer of Passive Microwave Components. With Design and Manufacturing in the United States, XMA supplies products of the highest quality to exacting specifications to the Military, Aerospace, Test, Measurement, and Commercial markets. For more information on XMA Corporation, visit <https://xmacorp.com/>.



Del Pierson, Product Line Manager at XMA

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