

OnePlace appoints EMEA head of sales

Sales heavyweight Gareth Thomas will be heading up the EMEA region (Europe, Middle East, Africa) for OnePlace as regional vice president of sales to spearhead growth plans. OnePlace delivers capabilities beyond legacy CRM systems to support the complete client lifecycle: from initial contact to cultivating profitable, long-lasting relationships and has growth plans for the UK, rest of Europe, Middle East and Africa.



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Tim Smith, CEO at OnePlace, commented: “We’re absolutely thrilled to welcome Gareth to OnePlace. He’s a phenomenal addition to our team, fits in with our energetic and fun culture and has deep-rooted relationships and a proven track record in the professional services industry.

“With more than 20 years of experience working with senior decision makers, Gareth has a clear understanding of what our clients’ business priorities are and is passionate about providing guidance on the right technology solution that will help them service their clients in the best possible way.”

Prior to joining OnePlace, Thomas held Board, sales management and sales roles at Tikit and iManage RAVN and is a respected, trusted advisor to partners and C-level executives at law and accountancy firms as well as in corporate legal departments.

Said Thomas: “There’s no question that access to the right tools across the firm is crucial to support Client Lifecycle

Management as a mindset. OnePlace offers a superior solution not only based on its world-class technology platform that fits right into the Cloud-first approach many firms now adopt. “The functionality is very much aligned with how professionals expect to contribute and retrieve business development intelligence, and because of its agile nature, the product can adapt quickly to new market demands and firm requirements.”

Smith added: “We really are in expansion mode at the moment with seven consecutive quarters of growth. Expect to see more news over the coming months as we add senior talent to our team and cement partnerships that complement both our product strategy and ethos of delivering high-quality consulting services.”

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