

Infinova Announces VP of Sales North America

Infinova, a leading manufacturer of CCTV surveillance and fiber optic communications equipment, has appointed Nathan Needel as Vice President of Sales for North America. Previously, Needel was Infinova's South East Regional Sales Manager. Before Needel came to Infinova in February of 2006, he headed up the Institutional Sales Division for Silmar Electronics, served as regional sales manager for Digital Security Controls in Florida and the Rocky Mountain region, and received DSC Sales Person of the Year award in 2000.



He has over 20 years experience in the security industry.

Needel will be responsible for bringing fiber optic transmission, IP and analog based video cameras, IP based matrix switches and digital video recording solutions to corporate and government customers in North America.

Infinova designs and manufactures a full line analog and digital/IP CCTV products including PTZ dome cameras, fixed cameras and lenses, monitors, DVRs, matrix switchers, controllers and accessories, fiber optics for video, audio and data, and integration management software. Infinova provides consultants; integrators, electrical contractors and installers with engineering design assistance and customized systems.