



FOR IMMEDIATE RELEASE:

## **Collections Marketing Center appoints Jon Hickman as Sales Director (EMEA)**

### ***CMC growth continues with focus on UK & EMEA sales***

**Wilmington, DE., 31 January 2012** – Collections Marketing Center, Inc. (CMC), the leading provider of comprehensive self-service collections solutions, today announced that Jon Hickman has joined the company as Sales Director for the UK & EMEA operations of CMC.

Jon has over 20 years experience bringing collections, fraud and risk management software and services to market. Jon started his career pioneering the design and development of some of the first rules based automated collections software tools in the late 1980's. More recently, Jon has been developing and selling a range of software solutions for collections and risk management to multi-national corporate clients across the EMEA region.

Jon has held senior sales roles at Sanderson Group, London Bridge Software (Fair Isaac), Talgentra, Experian and CoreLogic. He was personally responsible for enterprise-level software contracts with banking, telecommunication, government and utility organisations. Jon also has extensive experience across the EMEA region having opened up new territories including the Middle East, South Africa and Eastern Europe, through both direct relationships and strategic partnerships.

"I've been very impressed by CMC's great customer service ethos and their market-leading capability to deliver a consistent multi-channel collections experience for the customer", says Mr. Hickman. "I like the flexible approach developed by CMC which enables the solution to be deployed as an end to end collections system or in components to add value to an existing solution."

"We are delighted that Jon has joined the CMC team – he has a proven track record and knowledge of the collections across multiple industry verticals that will allow him to become an great asset to the organisation", said Vytas Kisielius, Chief Executive Officer of CMC. "We look forward to leveraging his experience, knowledge, and enthusiasm as we expand our customer base across the EMEA region."

#### **About Collections Marketing Center**

Collections Marketing Center, Inc. (CMC) offers a pioneering *adaptive collections service* that enables lenders to deploy completely synchronized collections offers, contacts, and treatments across credit card, real estate, student, and installment loan products. The company's FlexCollect® managed services solution is helping a rapidly growing number of top lenders collect more and spend less by increasing the efficiency and effectiveness of their charged off, delinquent, and pre-delinquent portfolio operations. For more information, visit [www.cmccagile.com](http://www.cmccagile.com) or call (302) 830- 9262.

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