



GTT Appoints Chris Jones as National Vice President Partner Channel in the Americas

Leading networking and security as a service provider hires proven and trusted channel veteran to drive growth and further elevate partner and customer successes

ARLINGTON, Va., Jan. 21, 2025 — [GTT Communications, Inc.](#), a leading networking and security as a service provider for multinational organizations, has announced the appointment of Chris Jones as the company's National Vice President Partner Channel, Americas. In this role, Chris will lead GTT's partner relationships, channel sales, and channel enablement within the advisory (agent) channel to drive revenue and business growth for GTT, its partners, and their customers.

"Chris Jones is an exceptional leader with a proven track record of driving partner growth and building trusted relationships across the channel ecosystem. His broad industry expertise and deep understanding of the needs of our partners and their customers make him an invaluable addition to our team," said Sara Segers, Senior Vice President, Channel and Partner Program, Americas, GTT. "As we continue to expand and invest in our channel strategy, Chris will be instrumental in accelerating success for everyone who relies on GTT and strengthening our position as the go-to provider for secure cloud networking solutions. GTT continues to reinforce its commitment to the partner community with strategic investments that drive partner and customer success. With a channel strategy focused on continuously enhancing the partner experience, GTT delivers on-demand innovations through the GTT [Envision platform](#) while providing the on-demand services, sales support, and operational excellence needed to accelerate growth with and through GTT."

Mr. Jones previously served AT&T as their AVP for AT&T Partner Solutions, Alliances Channel and ACC Business. In 2024, he was named Channel Influencer of the Year by *Channel Futures* for his impactful contributions to the partner community and is widely regarded as a channel expert. With decades of channel experience, he brings a rich background in sales, go-to-market strategies, partnerships, and alliances. Mr. Jones holds a bachelor's degree of Psychology from Hobart & William Smith College.

"I am thrilled to join GTT and have the opportunity to work alongside such an innovative and partner-focused team," said Chris Jones. "GTT has built a strong reputation within the industry for its impressive network and security solutions, and I'm excited to collaborate with our partners to create new growth opportunities, drive mutual success, and deliver exceptional value to our shared customers. I look forward to contributing to the continued growth and evolution of GTT's channel program."

Janet Schijns, CEO of JSG, a leading channel consultancy, shared her thoughts on the news: "GTT's decision to bring on board such a highly regarded leader in the industry underscores its dedication to partners and customers alike. With Chris in this role, GTT's strategy is poised to set a new standard for partner excellence, enhancing collaboration and accelerating shared success in the market."

About GTT

GTT is a leading networking and security as a service provider for multinational organizations, connecting people and machines to data and applications — anywhere in the world. We serve thousands of organizations, bringing together the right people, partners and technology to



reduce the burden on IT teams and solve the most pressing networking and security challenges. Built on our top-ranked global Tier 1 network, the GTT Envision platform provides visibility, insights, orchestration and control, enabling customers with consumable solutions to achieve business missions and meet ongoing demand when, where and how needed. Our portfolio includes SASE, SD-WAN, security, internet, voice and other connectivity options, complemented by a suite of professional services and exceptional sales and support teams in local markets around the globe. We partner with our customers to deliver Greater Technology Together. For more information, please visit gtt.net.

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