

# The Paramus Post

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## **Planned Companies Ramps Up Sales Management Team**

*- Company Hires Two Professionals to Keep Up with Sales Growth -*

By Mel Fabrikant

Planned Companies, a leader in the janitorial/maintenance, concierge/doorman and security services industry since 1898, recently hired two new sales professionals to bolster its growing sales division.

Craig Holmes was named regional director of sales for the Washington D.C./ Metro region. In this capacity, he is the Washington, D.C. liaison to Planned Companies' New Jersey headquarters and actively develops new client opportunities and relationships in the region.

Prior to holding this position, he was a Senior Inside Sales Executive and Account Executive for CoStar Group, where his responsibilities included managing a sales territory that included over 383 million square feet of commercial properties and \$1.1 million of annual revenue. His previous positions include Vice President, Business Development at Holmes and Director of Business Development/Northern Region for Mid-Atlantic, LLC. He has degrees in architecture and architectural engineering from Howard University.

Planned also named Michael Watkins regional director of sales for Pennsylvania and Southern New Jersey and will be responsible for generating leads, prospecting and enrolling new accounts monthly. Previously, he worked for Littman Jewelers, working his way up from sales associate to assistant manager to manager. He managed four stores with volumes of up to \$1.1 million. He holds a bachelor's degree from Rider University.

"Planned Companies is experiencing tremendous growth and we needed to bring on additional sales professionals to fuel this expansion and give it momentum," stated Jonathan Kessler, Vice President of Business Development of Planned Companies. "We believe Michael and Craig will bring their individual and diversified strengths to these positions and we welcome them to the Planned family."