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**Nexus recruits manager from HID Global to speed up international expansion**

**Identity and security company Nexus Group has recruited Volker Kunz from identity and access management company HID Global to manage the international expansion. “Volker is the right person to refine our channel sales strategy and speed up our growth,” says Lars Pettersson, CEO of Nexus.**

Swedish-owned Nexus has its biggest presence in the Nordic countries and Germany, but the company is well-positioned to also be a major player on the international market for identity and access management (IAM) and physical access control.

“We already have offices in France, the UK, the US and India, but we will not hire loads of sales people all around the globe. Instead, we will mostly rely on online and channel sales. We are launching our self-service online portal in February, and Volker will make sure we have the right partners,” says Lars Pettersson.

Volker Kunz assumes his new role as Vice President International on January 9, 2017, and will be a part of the group management team. All regional managers outside of the Nordics and DACH will report to him.

“Volker has 16 years of experience in IAM and physical access control, and has many successes in international sales and business development under his belt. He also has great experience in leadership and international management,” says Lars Pettersson.

Volker Kunz has worked in various managerial positions at the ASSA ABLOY subsidiary HID Global for 16 years, most recently as the director of sales for Europe.

“It was not an easy decision to leave HID. What made me finally decide on Nexus was its agility and entrepreneurial spirit, its young and energetic team, its skilled and charismatic leader, its freshly handpicked management group, and its world class product portfolio. I look forward to taking part in shaping Nexus’s bright future,” says Volker Kunz.

 **About Nexus Group**

Swedish-owned Nexus Group is an innovative and rapidly growing product company, developing identity and security solutions. Its technology helps organizations digitize their operations in a secure way, by enabling e-commerce and online banking, enabling e-services in the public sector, managing physical and digital access, securing access control, issuing access cards, and protecting communication between things.

Nexus has 300 employees across 15 offices in Europe, India, and the US, as well as a global partner network. Nexus’s mission is to contribute to the formation of a secure society, and everything the company and its employees do is guided by three core values: we care, we innovate, we are committed.

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