

9th May 2011

## **JATO DYNAMICS APPOINTS NEW REGIONAL SALES PRESIDENT FOR AUSTRALIA AND NEW ZEALAND**

- **Mark Hutchison appointed Regional Sales President for Australia and New Zealand.**
- **Mark brings over 25 years experience in the automotive industry**

Mark Hutchison has been appointed in the key role of Regional Sales President for Australia AND New Zealand at JATO Dynamics, the leading global provider of automotive intelligence solutions; joining JATO as it looks to further expand its footprint and enhance its offer for clients across the region.

Mark joins from MSX International, a global provider of outsourced business solutions for the automotive industry, where he was Sales, Marketing and Product Development Manager responsible for business development and key account management across the OEM, National Sales Company and Importer segments of the Australian motor industry. Prior to this Mark has also held national sales roles at SAAB, IVECO TRUCKS and Ford Performance Vehicles and multiple roles at Mazda

Commenting on the appointment, Paul Stokes, Vice President, Sales (Asia-Pacific & The Americas) said: "I am delighted to welcome Mark to the JATO Team. Mark's professionalism and dynamism together with extensive real-world automotive OEM experience, will allow us to get even closer to clients and to shape our products and services based on his intimate knowledge of the true business issues faced by the industry across the region."

Mark commented on his appointment: "I am extremely excited to be joining JATO at this time and to be driving new business growth whilst upholding and deepening our already trusted close client relationships. Having experienced the value of JATO, client-side, at first hand I look forward to helping JATO continue to develop pioneering solutions that answer our clients' real business issues through connected intelligence and world-class insight to support their business success."

For more information on JATO Dynamics visit [www.jato.com](http://www.jato.com).

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**About JATO**

JATO was founded in 1984 and provides the world's most timely, accurate and up-to-date information on vehicle specifications and pricing, sales and registrations, news and incentives.

The company has representation in over 40 countries, providing unique local market expertise. The JATO client base includes all of the world's volume vehicle manufacturers, giving them the ability to react to short-term market movements, plan for long-term developments and ultimately to meet consumers' needs.

JATO's intelligence has also been adapted for consumer use in motoring web portals where customers can see the advantages and disadvantages of a specified model against any other.

Major leasing companies use JATO's intelligence to drive the vehicle quotation process.

Visit JATO at [www.jato.com](http://www.jato.com).