



## Windstream's Dan Sterling Voted Channel Partners Channel Executive of the Year Finalist

PHOENIX, March 14, 2012 (GLOBE NEWSWIRE) -- [Channel Partners magazine](#), which focuses on the communications industry's indirect sales channel, is pleased to announce that Dan Sterling, vice president of channel sales for [Windstream Corp.](#) (Nasdaq:WIN), has been selected by readers as a finalist for Channel Executive of the Year.

The 10 finalists will be honored during an awards ceremony on March 27, at the [Spring 2012 Channel Partners Conference & Expo](#) in Las Vegas. The finalists and winner also will be featured in the May/June issue of Channel Partners magazine.

"Once again, Channel Partners readers have chosen a standout lineup of Channel Executive of the Year finalists," said Khali Henderson, editor-in-chief of Channel Partners magazine, a publication of VIRGO Publishing. "Each one of these leaders is enthusiastic about and instrumental in partners' success. We congratulate all of them."

Sterling has worked as Windstream's channel chief for 14 years. His previous roles during his 19-year career in the telecom channel include sales, support and marketing. Sterling also was a finalist for 2011 Channel Executive of the Year, and took home the top award in 2010. Over the past year, Sterling led several key initiatives that culminated in improvements for Windstream partners, including significant revenue growth and the provider's first-ever getaway for Elite channel partners.

Sterling will also be speaking as part of a keynote roundtable discussion with channel leaders at the [Channel Partners Conference & Expo](#) in Las Vegas on March 27.

"My favorite thing about my job is working with all of the great people in the channel," Sterling said. "Our partners are great business people and also have great attitudes. While most people want to talk about problems with the economy, our channel partners are excited about the future."

To determine the Channel Executive of the Year, Channel Partners solicited nominations from channel partners. To be eligible, a nominee must have been the top person in the company's channel operations — at the executive level of vice president or higher — at a communications vendor (network operator/service provider/manufacturer). Qualified channel partners then cast their ballots for Channel Executive of the Year based on nominees' leadership, longevity, innovation and contribution to the indirect channel.

### About Windstream

Windstream Corp. (Nasdaq:WIN) is a leading provider of advanced network communications, including cloud computing and managed services, to businesses nationwide. The company also offers broadband, phone and digital TV services to consumers primarily in rural areas. Windstream has more than \$6 billion in annual revenues and is listed on the S&P 500 index. For more information, visit [www.windstream.com](http://www.windstream.com).

The Windstream Corporation logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=8314>

### About VIRGO Publishing

VIRGO ([www.vpico.com](http://www.vpico.com)) is an information distribution company focused on some of the world's most innovative and complex business-to-business markets. Our mission is to help business professionals break through the hype, ambiguity and information deluge they experience, by offering trustworthy guidance that fuels their results-driven information journey.

### About Channel Partners Magazine

For 25 years, Channel Partners ([www.channelpartneronline.com](http://www.channelpartneronline.com)) has been the leader in providing news and analysis to indirect sales channels serving the communications industry. It is the unrivaled resource for resellers, aggregators, agents, brokers, VARs, systems integrators, interconnects and dealers that provide network-based communications and computing services, associated CPE and applications as well as managed and professional services. Channel Partners is the official media of the Channel Partners Conference & Expo ([www.channelpartnersconference.com](http://www.channelpartnersconference.com)). The Fall 2012 event is set for Sept. 12-14 at The Peabody Orlando in Orlando, Fla.

CONTACT: Khali Henderson, Editor-in-Chief

Channel Partners

480-990-1101, ext. 1678

Alice Hartnett

Windstream

704-845-7381

[alice.hartnett@windstream.com](mailto:alice.hartnett@windstream.com)



Source: Windstream Corporation

News Provided by Acquire Media