

New Business Development Manager for BIM Joins Topcon Europe Positioning

Topcon Europe Positioning (TEP) announces John Foster as European Business Development Manager for BIM (Building Information Modelling). Foster comes to TEP from Finnish Autodesk partner and BIM software provider, Profox Companies, where he was the director responsible for business development and sales of Autodesk based BIM software solutions.

Prior to this role, he served as sales manager at NavisWorks Ltd, and plant solutions sales manager at Autodesk Ltd. Foster has more than 20 years experience in CAD and data management, ranging from software development through consulting to business development and sales.

"John has a great deal of experience developing and managing global partner channels and will use this to support existing Topcon distribution and build a BIM focused distribution channel for the Topcon range of BIM products and services across our region," said Ian Stilgoe, director of geomatics for Topcon, "he has previously delivered BIM and software solutions to global building and construction, infrastructure and process plant organisations and will continue to connect with key Topcon accounts."

Of his new position, Foster said, "I'm very pleased to join Topcon at this exciting time and look forward to building up a dedicated channel of BIM focused partners to offer Topcon's range of ground-breaking products. Topcon is in a very strong position to deliver BIM solutions into a growing market and I'm excited to be part of this. I'm looking forward to meeting prospective partners and customers over the next few months and initially during Intergeo next month, in Berlin".

Stilgoe said, "John's appointment will strengthen the Topcon team with his specialist market and product knowledge. His experience in bespoke software solution delivery and client management will help clients to utilise Topcons BIM solutions effectively."

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