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# Granite Opens New Florida Sales Office, Seeks to Immediately Triple its Workforce in the State

### Need for increased sales force follows expansion of company's headquarters and record-setting sales months



Granite Telecommunications, LLC  
July 30, 2013 8:14 AM



QUINCY, Mass.--(BUSINESS WIRE)--

Granite Telecommunications, LLC, a provider of telecommunications, data, networking and other communications and alarm services, announced today it has officially opened its new sales office in West Palm Beach, Fla. The new office will accommodate a sales force more than four times the size of the organization's former sales office in the state, which was located in Boynton Beach.

"During the first half of this year, Granite has had record sales, topping \$850 million in annualized revenue," said Rand Currier, Chief Operating Officer of Granite. "With our continued rapid growth comes the immediate need to increase our sales force. Our existing office in Florida could not accommodate our expansion, so we set out to find office space that would house not only those sales professionals we are currently seeking to hire, but also allow further expansion of that sales force as we project this growth to continue."

Florida is just one of a number of areas where Granite is expanding. In March, the company, which has grown from 780 employees in 2011 to over 1,000 employees today, announced the purchase of the 125,000-square-foot office building adjacent to its existing corporate headquarters located just outside of Boston. The organization is also currently working to expand its sales offices in New York and Rhode Island.

Granite's former Florida sales office was home to just over a dozen sales professionals; however, the company is seeking to hire up to 35 new sales professionals for that office immediately. Its new sales office, which is located at 450 South Australian Avenue in West Palm Beach, will be able to accommodate more than 60 personnel in total.

#### About Granite Telecommunications

Granite provides communications products to multi-location businesses throughout the United States and Canada. Granite's core services are local and long distance telephone services, which Granite centralizes and offers a single point of billing and contact for its customers over incumbent carrier networks. Granite offers an array of other communications products, including broadband data, network and voice services, inside wiring and alarm and security and monitoring installation and services. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.3 million phone lines under management. Granite employs over 1,050 people, most of whom work at its headquarters in Quincy, MA.

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