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## Blog

### Avalon Hires New Vice President of Sales

Thursday, 14 May 2020

Avalon is pleased to welcome Justin Smith as our new vice president of sales.

Based in Costa Mesa, CA, Justin brings with him 10 years of experience in sales to the aerospace and defense industries. He most recently served as director of sales for Carlton Forge Works in Paramount, CA, where he previously served as regional sales manager and inside sales manager.

Justin's appointment dovetails with Avalon's sales priorities. "Avalon has targeted the [Aerospace & Defense markets](#) as critical to the execution of our long-term growth plans," Avalon President and CEO David Palivec said.

Aside from aerospace and defense, Justin also will have responsibility for the overall management of the sales team and oversight of our independent manufacturers' representatives.

"Justin brings with him a wealth of experience in managing rapid growth both organically and through new customer acquisition," David said. "We are thrilled to have him join our team, and we are equally excited to have one of our Executive Team members working within the target-rich environment of the West Coast."

Justin said his plans at Avalon include establishing long-term agreements with customers to help expand Avalon's growth. He looks forward to his new responsibilities. "Avalon has a responsive, dynamic and well-respected team. I'm excited to be part of it," Justin said.

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