

Encon Electronics Hires Sacramento Branch Manager

Sacramento, CA – September 1, 2017 Leading access control wholesale supplier, Encon Electronics, hired Dana Naylor to join their company as branch manager for their new Sacramento office. Dana comes with a wealth of experience within the Industry, having spent the last twelve years as the Sacramento branch manager for Gates and Controls. Here she acquired extensive knowledge of gate operator and access control products from a wide range of manufacturers and grew a strong customer base within the Sacramento Valley area.

Before that, Dana worked for SJS Products in Loomis, Calif. as an Inside sales representative. SJS is a distributor of electro-mechanical hardware. According to Naylor, “I sold anything that held products together (screws, cable ties, circuit board supports). My customers included a company that, most in our industry would recognize, Securitron and other well-known names including: Cisco Systems, Sun Microsystems, and Solectron.”

Dana started a week after Encon opened their Sacramento office. She’s been off and running ever since, training with veteran Encon sales techs and working with the Encon team to fully stock the new warehouse. Encon VP of Sales and Operations Jeff Harris said, “We are extremely fortunate to have Dana as part of our Encon family. Her experience in the distributor industry and her understanding of the Sacramento market is perfect for Encon. She has the vision and aptitude to make our Sacramento branch a huge success.”

Dana is equally excited adding, “I’m thrilled to be the newest part of the Encon team and look forward to starting this new adventure.”

In her spare time, Dana likes to read and write and has three self-published books. She also enjoys traveling and spending time with her husband of 24 years and her two children.

With the opening of their second branch at 2651 Del Monte Street in West Sacramento, Calif. Encon now offers Bay Area and Sacramento office locations. Customers may also learn more about Encon or order products online by visiting their newly revamped website at www.enconelectronics.com.