



## Schindel hired by Datawatch as regional sales manager

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In efforts to provide office building security services to a fast growing roster of commercial landlords and tenants throughout the Greater New York metropolitan area, Datawatch Systems, a national leader in building access control systems, is expanding its N.Y.C. operations with the addition of a regional sales manager.

Michael Schindel, a professional with more than 15 years of experience in commercial real estate brokerage and digital marketing, has joined the firm to generate new business and oversee existing accounts throughout N.Y.C., Westchester, Connecticut and New Jersey.

"We are rapidly expanding our client base in the northeast," said William Peel III, CEO of Datawatch, who added that the devastating impact of Hurricane Sandy in late October along the Jersey Shore and in Lower Manhattan has made outsourcing security services, with its unique remote control capabilities, more and more attractive to both landlords and tenants.

"We are delighted to welcome Michael aboard and feel confident that together with Sean Brown, our general manager in New York, he will successfully expand our user portfolio. Given his outstanding background in all aspects of commercial real estate sales/leasing in the tri-state region, as well as his deep understanding of digital real estate information systems, Michael is the ideal candidate to impart the benefits of our managed services to property managers, building owners and tenants alike—each of whom is looking for 24/7 security coverage at cost effective rates."

Schindel began his real estate career as a private investor and he continues to own and operate properties in New York and Connecticut. A real estate broker licensed to practice in New York and Connecticut, Schindel also has an extensive background in working for a number of major software companies that developed digital real estate solutions. Prior to joining Datawatch Systems, he was director of national accounts for RIS Media, a major Connecticut-based real estate information network, where he was responsible for the sale of software products enabling digital visibility including social media tools, blogs, videos, texting platforms, among others.

Schindel graduated from Boston University with a BA in sociology, a minor in communications and he earned an MBA from The University of New Haven with a concentration in marketing. He holds an appraiser's license, a property management certificate from New York Real Estate Institute and he is a member of REBNY.

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