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## **Intelligent Office hires Novak as client services consultant**

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Intelligent Office has hired Marsel Novak as client services consultant. Intelligent Office opened its first franchise in the city, located in the Financial District. Novak joins the firm as a client services consultant, where his primary focus will be business development, generating leads, increasing clientele and creating effective marketing strategy.

Novak is an experienced and knowledgeable sales professional. He was instrumental in developing business at his previous employer, College Pro. During his five years there, Novak quickly climbed the ranks and exceeded sales goals. After achieving above average growth, success rates and customer satisfaction results for two consecutive years, Novak was promoted to general manager, where he developed different franchise locations and consulted with them on how to grow their business. Novak achieved "Top Rookie of the Year New England for 2008-2009", as well as, the "President's Award in 2008-2009" for generating the highest revenue and the highest profits in the business.

During his tenure, Novak developed multiple franchises for College Pro throughout the New England region.

As client services consultant at Intelligent Office, Novak is able to expand on his franchise experience and grow target accounts. Additionally, Novak is responsible for supporting the operations of current clients and helping them better utilize Intelligent Office services. "All of the skills I learned at College Pro I will apply in my new role at Intelligent Office. I will provide consultation to potential and current clients, on how to market their business and sell their services better, helping them achieve their overall business goals."

Intelligent Office is located at 265 Franklin St. in the Financial District.

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