

Get to Know the Team

Please introduce yourself and your role at Integration Technology:

I am David Johnson, Sales Director for Integration Technology. I am responsible for the Sales functions of the company and look after our team of Business Development Managers and the internal Sales Support Team. My role is to try and assist in the sales process wherever that is needed, whether that be Technical or Commercial Support to the Sales Guys or helping to specify new products or directly supporting customers in meetings onsite and online. Overall, our aim is to provide good products and great customer service.

How long have you been at Integration Technology, and has your role changed?

I joined the company on 1st December 2001, when the company was in its infancy, at that time was Global Accounts Director, but at that stage in the company's development we basically did any job that needed doing, everything from Technical Support, to Shipping, to Deliveries and making the Tea. As the company has evolved I have reverted to my normal role of Sales and taken the title of Sales Director, although I still spend a lot of time helping and supporting Customers and the team at Integration Technology with application issues.

What do you enjoy about your role within Integration Technology?

Meeting people from different backgrounds and geographic regions, promoting UV curing in all its guises and of course our products and services. Call me a bit of a Nerd, but UV is still exciting and we come across new challenges every day in different industries this makes it interesting. The advent of UV LED is making UV Curing processes accessible to industries that previously could not be accomplished with conventional UV Lamp technology.

Why do you think customers choose Integration Technology?

Integration Technology is a pioneering, innovative company, with an in depth understanding of UV curing applications. We offer a range of product options from our standard off the shelf product, a tailored standard product, finally we will also undertake bespoke applications where a normal UV solution is not applicable and a completely novel design is required. Our aim is to remain flexible in our designs and products.

About you:

I am lucky to live in the English countryside in a small village, we have a pub, a small shop and two churches. The local roads are a Cycling paradise, in the countryside with few cars and sometimes it doesn't even rain, so I spend some time doing that. My wife and I have a Motorhome which we enjoy taking it away to different areas with our 2 dogs and exploring. I am also a qualified Yacht skipper and we sometimes charter yachts in nice areas of the world. And to really get away from all the stresses of life Fishing, a couple of hours sitting quietly by a river or lake is just what the Doctor ordered to de-stress and recharge the batteries and if that is combined with camping so much the better.