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For Immediate Release

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In a Challenging Economy, West Business Services Defies the Odds

(Omaha, Neb., Jan. 4, 2011) – With countless stores closing their doors and layoffs becoming the norm, it is difficult for many job seekers to stay optimistic about their chances of steady employment these days. Surprisingly, there is a local business defying the odds in a challenging economy.

[West Business Services](#) has continued to grow its client list and employ more local workers by doing what they do best – providing inside sales and account management services to Fortune 1000 companies. Healthcare, telecommunications and consumer packaged goods brands are approaching the company to help generate sales leads and manage major client accounts —a surprising story as stories of declining revenues and mass layoffs fill nightly newscasts.

“West Business Services is succeeding at increasing revenue for businesses. That’s huge. We’re experts at what we do, and our clients are recognizing that by giving us more business,” John Sanley, President, said. “The real secret to our success, though, is our talented workforce. In inside sales and account management, our people are our most prized assets and we’ve been very fortunate.”

The Company continues to grow, adding over 550 new positions throughout seven locations during first quarter 2011. This comes on the heels of adding numerous professional positions in 2010.

“We are thrilled that in this tough economy, WBS continues to defy the odds and grow our business. Our clients trust WBS to help make their businesses better and we are confident we will find the talented, dedicated employees to achieve more for our clients,” said John Sanley, WBS President.

New sales and account management positions will offer a competitive base wage plus commission opportunities. WBS is looking for candidates with diverse sales or customer service history, strong communication skills and the ability to work closely with our client partners. West provides extensive training through its corporate training department as well as ongoing coaching and mentoring to further promote personal and professional growth.

To learn more about WBS or to search for career opportunities, visit www.westbusinessservices.jobs.

About West Business Services

West Business Services is a leading provider of business-to-business sales and account management solutions. Our customized solutions help some of the world's premier companies drive incremental sales, increase market share and strengthen relationships with their customers. We combine our extensive sales experience and superior business methods with advanced technology to deliver an integrated suite of customized solutions that includes lead management, sole territory coverage, team selling and account management. We support every client with a dedicated team of inside sales professionals who exclusively represent our client's business.

West Business Services is a subsidiary of West Corporation, a leading provider of technology-driven, voice-oriented solutions. For more information call 608-836-1260 or visit www.westbusinessservices.com.

About West Corporation

West Corporation is a leading provider of technology-driven, voice-oriented solutions. West offers its clients a broad range of communications and infrastructure management solutions that help them manage or support critical communications. West's customer contact solutions and conferencing services are designed to improve its clients' cost structure and provide reliable, high-quality services. West also provides mission-critical services, such as public safety and emergency communications.

Founded in 1986 and headquartered in Omaha, Nebraska, West serves Fortune 1000 companies and other clients in a variety of industries, including telecommunications, banking, retail, financial, technology and healthcare. West has sales and operations in the United States, Canada, Europe, the Middle East, Asia Pacific and Latin America. For more information on West Corporation, please call 1-800-841-9000 or visit www.west.com.

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