



News Release

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Dresser & Associates Grows Its Staff, Adding Employees to Support Client Base and Drive New Business

Sage HRMS Business Partner, Dresser & Associates, Adds Two New Positions to its Maine Office.

Scarborough, ME—February 8, 2012—Dresser & Associates, the leading Sage HRMS (formerly Sage Abra HRMS) business partner in the nation, announced today that it continues to grow its team and its operation, adding two new positions focused on serving existing clients and acquiring and retaining new clients.

“The cornerstone of our business success is our continuing goal to exceed our customer’s expectations,” said Mark Dresser, president of Dresser & Associates. “We work to accomplish that goal through customer communications and a commitment to exceptional service.”

Emily Mattos was recently hired as the company’s new Marketing Coordinator. Mattos is a graduate of the University of Maine and a lifelong resident of the state. Her role is to enhance Dresser & Associates’ presence across various social media outlets, including the company’s popular blog and its newly redesigned website. Mattos will also initiate and oversee new marketing campaigns tailored to both existing customers and prospective customers and support the organization’s larger marketing efforts.

“Emily’s role will be one of continuing our level of service to our customers while looking at new ways to more effectively reach them,” said Dresser. “As more of our customers rely on Twitter, LinkedIn and the newest forms of media, we want to be there providing timely and pertinent information.”

Abby Gustafson is Dresser & Associates’ new Account Executive. A graduate of Florida’s Eckerd College, Gustafson’s primary roles will be to support the company’s existing client base and to help drive new customer acquisition.

Dresser calls the Account Executive position one of the most important roles within the organization: “This position has the most communication with our customers. The Account Executive’s role is to serve as our customers’ go-to person. We want our Account Executives to identify small issues and resolve them before they can escalate to become larger problems. They are the key to our strategy of exceeding our customers’ expectations.”

Dresser & Associates is the most successful Sage HRMS business partner in North America, an achievement Dresser attributes to the quality team he has assembled: “We have a knowledgeable, conscientious, and highly committed team. Each new hire adds to our strength and enhances our ability to deliver professional, personalized service to our clients. It has always been our goal to be considered a trusted partner in our clients’ operations, and it is through the dedication of our employees that we achieve that goal. I’m proud to welcome both Emily and Abby and know that their contributions will be appreciated by our clients.”

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About Dresser & Associates

Dresser & Associates was founded in 1991 as a management consulting firm and became a Sage North America business partner in 1997. Headquartered in Scarborough, Maine, Dresser has regional offices in Georgia, Florida, and Pennsylvania. Dresser is one of the leading National Partners for Sage with customers in 38 states offering Sage HRMS (formerly Sage Abra HRMS), Abra HR and payroll software from Sage North America. They have been named to the Sage Chairman’s Club for five consecutive years. Dresser also offers on-going human resource management services on a consultant or outsourced basis, providing consulting services to improve operational and management performance. Dresser is dedicated to the continuing professional success of its customers and business partners. Learn more at www.dresserassociates.com or by calling (866) 885-7212.