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ACCOUNTING & AUDIT

Right Networks Passes 250,000 Subscribers, Names New President and CRO

Right Networks has announced it has surpassed 250,000 subscribers. The cloud service provider specializes in serving accounting firms, tax professionals and small businesses.

Sep. 20, 2022

Right Networks®

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“We start every day focused on advancing the accounting profession and simplifying the complexities accounting firms and professionals face,” said Joel Hughes, CEO of Right Networks. “It’s very gratifying to see that commitment rewarded with a growing number of customers who trust us to guide them in all facets of their business.”

To further scale the business and identify new growth initiatives, the company announced that Michael Bird will become the company’s first president, and Will Yapp will be promoted to chief revenue officer. Both will assume their new roles effective immediately and will report to Hughes.

“I am thrilled to have Michael join our team as President,” continued Hughes. “Michael has a proven track record of uncovering new growth opportunities and launching successful initiatives within high-growth companies. His expertise will enable us to deliver even more value to our customers.”

In this newly created role, Bird will oversee day-to-day operations and is charged with expanding the current offerings and services in Right Network's **intelligent cloud**.

Bird brings more than 20 years of experience building market-leading businesses across the data, analytics and software industries. Most recently at Dun & Bradstreet (D&B), he ran a \$750M global business and substantially improved revenue growth, customer satisfaction, product innovation and profitability for his division. During his tenure, he also drove the identification and successful integration of multiple strategic acquisitions. Previously, Bird was the CEO at NetProspex, Inc., which was acquired by D&B; senior vice president at BzzAgent, Inc.; and vice president at CNET Networks, Inc.

Since 2017, the sales and business development organizations have flourished under the leadership of Will Yapp.

“Will has been instrumental to our growth and in creating our competitive differentiation,” said Hughes. “His clear vision has enabled us to strategically build our channel and network of partners and his hard work is evident in the success we are experiencing.”

As chief revenue officer, Yapp is tasked with driving sales growth and expanding revenue opportunities through new business development initiatives. Prior to becoming CRO, he served as Right Network's executive vice president for sales and business development. Under Yapp's guidance, the company forged successful relationships with several strategic partners including Intuit, Drake, ADP, Bill.com and many others. Additionally, he is responsible for notable sales growth in all channels. He has more than 30 years of experience in building high-performing sales and business development teams and scaling revenue both directly and through partnerships.

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