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Stephen Lee Hired as New Chief Sales Officer at Avalon

BUFFALO, NY, May 30, 2023 – [Avalon](#), which offers technology-based services like digital forensics, cybersecurity, and eDiscovery, as well as business-critical document services, announced today that proven sales leader and legal outsourcing industry veteran Stephen Lee will serve as the company’s new chief sales officer.

In his new role at Avalon, Lee will be responsible for developing and implementing sales strategies to drive revenue across Avalon’s wide range of service offerings, including cybersecurity, eDiscovery, litigation support, document services and business process outsourcing. He will also oversee all sales-related activities and report on effective sales strategies to help deliver faster revenue growth and higher profitability.

“We are thrilled to welcome Stephen as our new chief sales officer, as he brings more than 20 years of outstanding sales experience to the role, including more than 15 years of legal outsourcing industry experience,” said Jon Bates, CEO, Avalon. “Stephen has demonstrated an incredible enthusiasm and dedication to the development and growth of litigation support and eDiscovery services, and we look forward to collaborating to increase sales and sustain growth for Avalon’s future.”

Prior to joining Avalon, Lee had served as managing partner and sales director at Epiq, a leader in global legal and business professional services. Throughout his 15 years at Epiq, Lee promoted and sold services from litigation readiness to data breach notification and assisted in accumulating more than \$55 million in annual revenue for the company. Lee had also served in sales-related roles at Managed Services Group, an AIC Company, based in Minneapolis, MN, and IKON Document Services (now Ricoh USA) in Malvern, PA.

About Avalon

What began as a small legal copy company based out of Syracuse, NY, Avalon has grown to become a staff of more than 150 team members across six states, with offices in Buffalo, NY; Rochester, NY; Syracuse, NY; Cleveland, OH; Tampa, FL; Omaha, NE; Detroit, MI; and Phoenix, AZ. In addition to offering an array of technology-based and document services, including digital forensics, eDiscovery, secure print and mail, and managed office services, in recent years, the company has established Avalon Cyber to help businesses further by identifying and managing cyber risk. Avalon has been recognized by Inc. Magazine as one of the fastest-growing private companies in the US and is a six-time Inc. 500/5000 honoree. For more information, visit www.teamavalon.com or go to their [LinkedIn](#) or [Facebook](#).