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Novatel Wireless Appoints Veteran Wireless Executive, John Carney, as EVP of Sales and Marketing

Former Google, Sprint and T-Mobile Executive Brings Wealth of Experience to Company's Sales and Marketing Operations

SAN DIEGO, April 15, 2015 (GLOBE NEWSWIRE) -- Novatel Wireless, Inc. (Nasdaq:MIFI), a leading provider of solutions for the Internet of Things (IoT), announced the appointment of John Carney to the position of executive vice president, sales and marketing, effective April 20, 2015. Mr. Carney comes with a wealth of experience within the wireless industry, having held executive positions at Google, Inc., Sprint Nextel, and T-Mobile. In this role, Mr. Carney will lead the company's worldwide sales and marketing operations by defining new strategies that will strengthen and position the company, its brands and its subsidiaries. Mr. Carney will report to Novatel Wireless CEO, Alex Mashinsky.

"A compelling and strategic approach to the overall sales and marketing strategy is critical as we seek to aggressively move Novatel Wireless forward and establish the company as the leader and premier provider of solutions for the Internet of Things. So, finding the right leader for this role was one of our absolute top priorities," said Alex Mashinsky, CEO of Novatel Wireless. "John is a brilliant trailblazer who joins Novatel Wireless during an exciting time of transformation. He's got a stellar track record of developing, implementing and executing sales growth, and he knows what it takes to bring an organization to the next level."

Mr. Carney will join Novatel Wireless from Google, Inc (Nasdaq:GOOG) where he served as senior vice president of global sales and go to market for Motorola Mobility. Mr. Carney was recruited by Google to lead the turnaround of Motorola Mobility, achieving 130% sales growth from 2013 to 2014. Prior to his time at Google, Mr. Carney served as senior vice president of consumer marketing for Sprint Nextel known for repositioning the Sprint brand through successful disruptive campaigns such as "Truly Unlimited," and "Any Mobile, Anytime." Mr. Carney also served as senior vice president of sales at T-Mobile creating game-changing sales strategies that propelled T-Mobile into a leadership position by more than tripling the wireless carrier's subscriber base. With experience to all sides in the wireless space, Mr. Carney also served as president and CEO of Affinity Mobile, LLC., leading the launch of the company as a national wireless service provider (MVNO) targeting the under-banked prepaid market in the US. Mr. Carney holds a MBA from Kellogg Graduate School of Management and a B.S. in Marketing from the University of Illinois.

About Novatel Wireless, Inc.

Novatel Wireless, Inc. (Nasdaq:MIFI) is a leader in the design and development of M2M wireless solutions based on 3G and 4G technologies. The Company delivers Internet of Things (IoT) and Cloud SAAS services to carriers, distributors, retailers, OEMs and vertical markets worldwide. Product lines include MiFi® Intelligent Mobile Hotspots, USB modems, Expedite® and Enabler embedded modules, Mobile Tracking Solutions, and Asset Tracking Solutions. These innovative products provide anywhere, anytime communications solutions for consumers and enterprises. Novatel Wireless is headquartered in San Diego, California. <http://www.nvtl.com>. @MiFi (Twitter)

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