



Marchex Adds Paul Gallagher as Vice President of Channel Sales to Drive Strategic Growth and Expand Its Channel Presence

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Seasoned executive brings extensive experience building high-performing partner ecosystems and scaling revenue across SaaS and data-driven businesses.

SEATTLE--(BUSINESS WIRE)--Jul. 17, 2025-- Marchex (NASDAQ: MCHX), which harnesses the power of AI and conversational intelligence to drive revenue acceleration and operational excellence, today announced the appointment of Paul Gallagher as Vice President of Channel Sales. In this new role, Gallagher will be responsible for executing a high-impact channel strategy that accelerates Marchex's reach and revenue through strategic partnerships and alliances.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20250717297160/en/>



Paul Gallagher

scalable growth initiatives. Most recently, he served as Partner and COO at Will Marlow Agency, where he achieved a threefold increase in the client base, introduced new service offerings, and implemented an internal AI strategy to enhance service delivery efficiency.

"Paul's proven ability to develop and lead high-performing channel teams, advance digital transformation projects, and deliver sustained revenue growth makes him a valuable addition to our leadership team," said Troy Hartless, CRO of Marchex. "His experience in building successful partner programs and scaling SaaS and data-driven enterprises will be instrumental in further strengthening Marchex's position across our primary industry sectors."

At Marchex, Gallagher will oversee channel partner recruitment, enablement, and sales across cloud platforms, field service systems, CRMs, DMS, and analytics solutions. Additionally, he will be responsible for advancing channel sales through Microsoft and AWS Marketplaces by aligning business and technical goals to foster customer-focused innovation.

"I'm excited to join Marchex at a time when businesses are increasingly relying on AI-powered insights to engage customers and grow revenue," said Gallagher. "Marchex's innovative solutions and deep vertical expertise present a unique opportunity to build an industry-leading partner ecosystem and deliver measurable value for our clients."

For more information about Marchex and its conversation intelligence solutions, visit www.marchex.com.

About Marchex

Marchex harnesses the power of AI and conversational intelligence to provide actionable insights aligned with prescriptive vertical market data analytics, driving operational excellence and revenue acceleration. Marchex enables sales, marketing, service, operations, and executive teams to optimize customer journey experiences across omnichannel communication channels. Through our prescriptive analytics solutions, we enable the alignment of enterprise strategy, empowering businesses to increase revenue through informed decision-making and strategic execution. Marchex provides conversational intelligence AI-powered solutions for market-leading companies in leading B2B2C vertical markets, including several of the world's most innovative and successful brands.

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