

Bulletin: 02-18

TO: Greenheck Sales Representatives  
FROM: Tim Kilgore  
President, Sales & Marketing  
DATE: January 8, 2018  
SUBJECT: Greenheck Sales Announcement



Happy New Year! I am pleased to share we have made a strong addition to the Greenheck sales organization.

### **New Vice-President, Strategic Partnerships**

Jim Benville has joined Greenheck as Vice President, Strategic Partnerships effective January 15th.

Jim brings a significant wealth of senior sales and leadership experience to the Greenheck sales team. Jim comes to Greenheck from LG Electronics HVAC where he served as manager of National Sales. In this role he successfully led LG's national accounts organization in achieving strong market share growth. In earlier career positions, Jim worked in various sales roles with Carrier, Mitsubishi, and York.

Jim and I have a shared commitment to sales growth through you, our rep partners. Jim is an excellent communicator and believes in team selling. Early in his new role, Jim will focus his efforts on the rapidly growing data center and social media customer segments, seeking to establish executive relationships and stronger Greenheck product specification. Together, we are enjoying significant growth in this market segment and the addition of a full-time focused leader is an appropriate and necessary move at this time for both Greenheck and you.

As Jim comes up to speed in our organization, he will work closely with our regional sales managers and will get to know and visit you as opportunities arise. I suspect some of you may already have met Jim in his prior roles and recognize Jim will fit into the Greenheck culture well.

Jim holds a BS and MS in mechanical engineering from Portland State University. He and his wife have two college-age children and reside in the Atlanta area. He will continue to reside in Atlanta for the time being and will spend a good deal of time traveling as we seek to grow our mutual business.

Please join me in welcoming Jim to the Greenheck team. We will be together during our time at ASHRAE in Chicago and hope to see you there.

As always, Good Luck and Good Selling!