

BULLETIN

MARCH 25, 2024 | BULLETIN 14-24

TO: Greenheck Representatives
FROM: Tori Wood
Sales Operations Manager—Mechanical Rep Channel
SUBJECT: Sales Operations Team Structure



In late January, the regional sales team announced a restructure that included the creation of three areas and nine regions across the US and Canada. [Click here](#) to view a map of these regions.

To better align our sales operations team with this structure, we will be reorganizing into three regional sales support teams effective **April 1st**.

This new structure allows us to scale our team to be better positioned for future growth. In addition, it gives us greater flexibility to ensure all regional inboxes are properly staffed and supported to deliver faster, more efficient service while continuing our pursuit of being the easiest company to do business with.

Below are the new email addresses and contact charts for each region. Please begin using these new contacts on April 1st. After this date, the old regional email addresses will auto-reply with a reminder of the email address change, but messages will not be forwarded.

There will be an assigned sales support team to each area:

- **North** – This includes North Central, Great Lakes & Canada, and Midwest regions. Your new regional email address is North.sales@greenheck.com

[Click here to see the North support teams and contact chart.](#)

- **East** – This includes the Mid-Atlantic, Northeast, and Southeast regions. Your new regional email address is East.sales@greenheck.com

[Click here to see the East support teams and contact chart.](#)

- **West** – This includes California, South Central, and Mountain regions. Your new regional email address is West.sales@greenheck.com

[Click here to see the West support teams and contact chart.](#)



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For discounts, all regions will continue to use discount.request@greenheck.com

If you have any questions or concerns, please reach out to me or Sue Wirkus.

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