

## Ray Seigworth

Region Vice President  
West Region

Ray Seigworth is West Region Vice President, reporting directly to President Steve LeClair. In this role since August 2016, he has full P&L responsibility for the sales growth, vendor/customer relationships and operational excellence in the states of Washington, Oregon, California, Nevada, Arizona, New Mexico, Utah, Alaska and El Paso, Texas.

Ray joined the organization in 1989 as an Inside Sales Representative while attending college. Upon graduation, he was hired full-time in an Outside Sales role. Ray has held multiple positions of increased responsibility including Branch Manager, Sales Manager, District Manager and Regional Director of Sales and Operations. In his current role as West Region Vice President, Ray is credited with revitalizing the region's performance in the second half of 2016 to achieve significant growth over the prior year.

Ray is a trusted leader with a proven skillset in sales management, pricing, account planning, negotiations and team development. He has been recognized throughout his career for exceptional performance. As District Manager, Ray was awarded top overall branch in the Central Region for 2013 and was a Mark of Excellence Winner in his Sales Manager role.

Ray holds a B.S. degree in Marketing from Florida Southern College. He is a past Board Member of the National Utility Contractors Association of Indiana.

