

Dedicated **ELIP** team

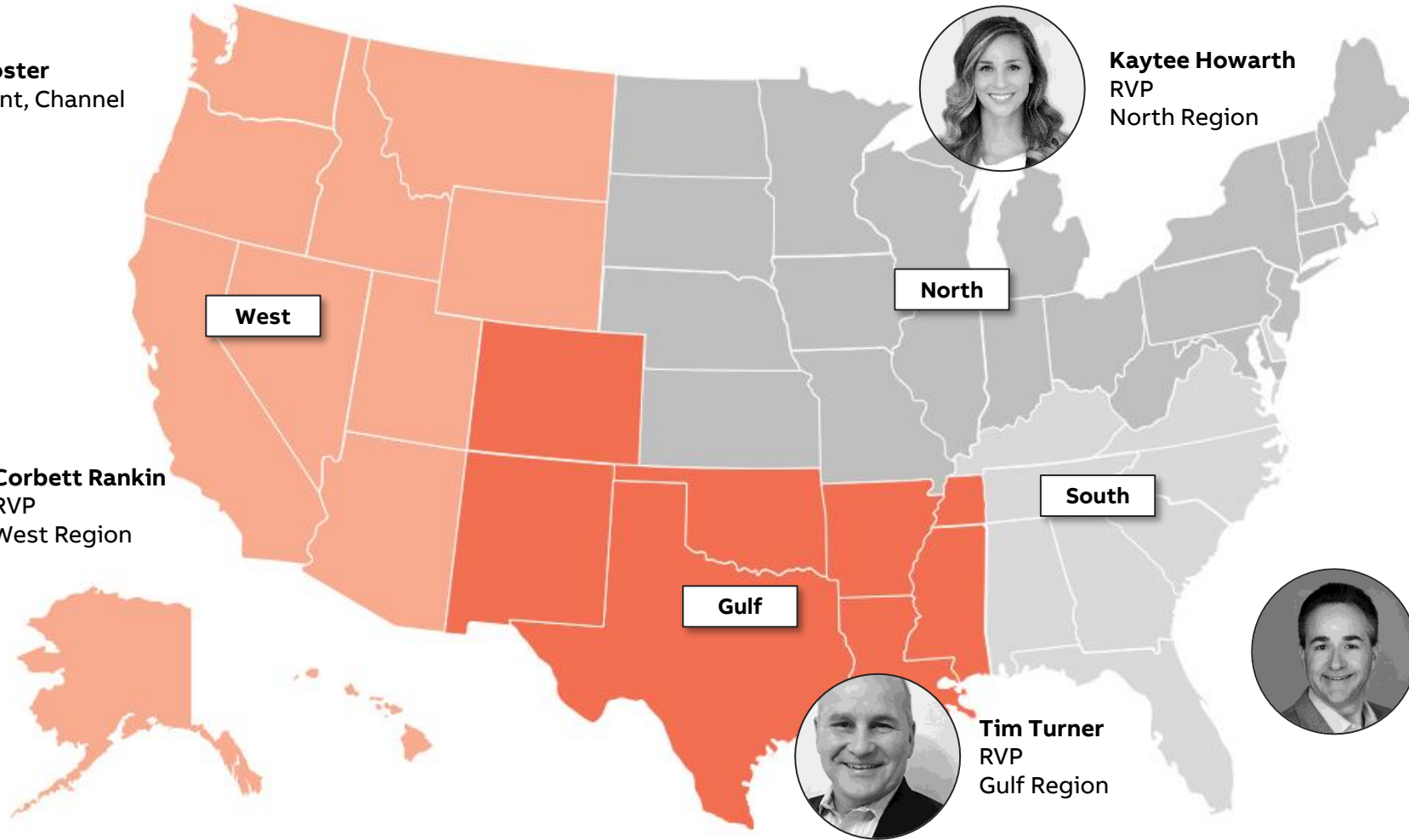
Demand creation & channel management



Courtney Foster
Vice President, Channel



Corbett Rankin
RVP
West Region



Kaytee Howarth
RVP
North Region



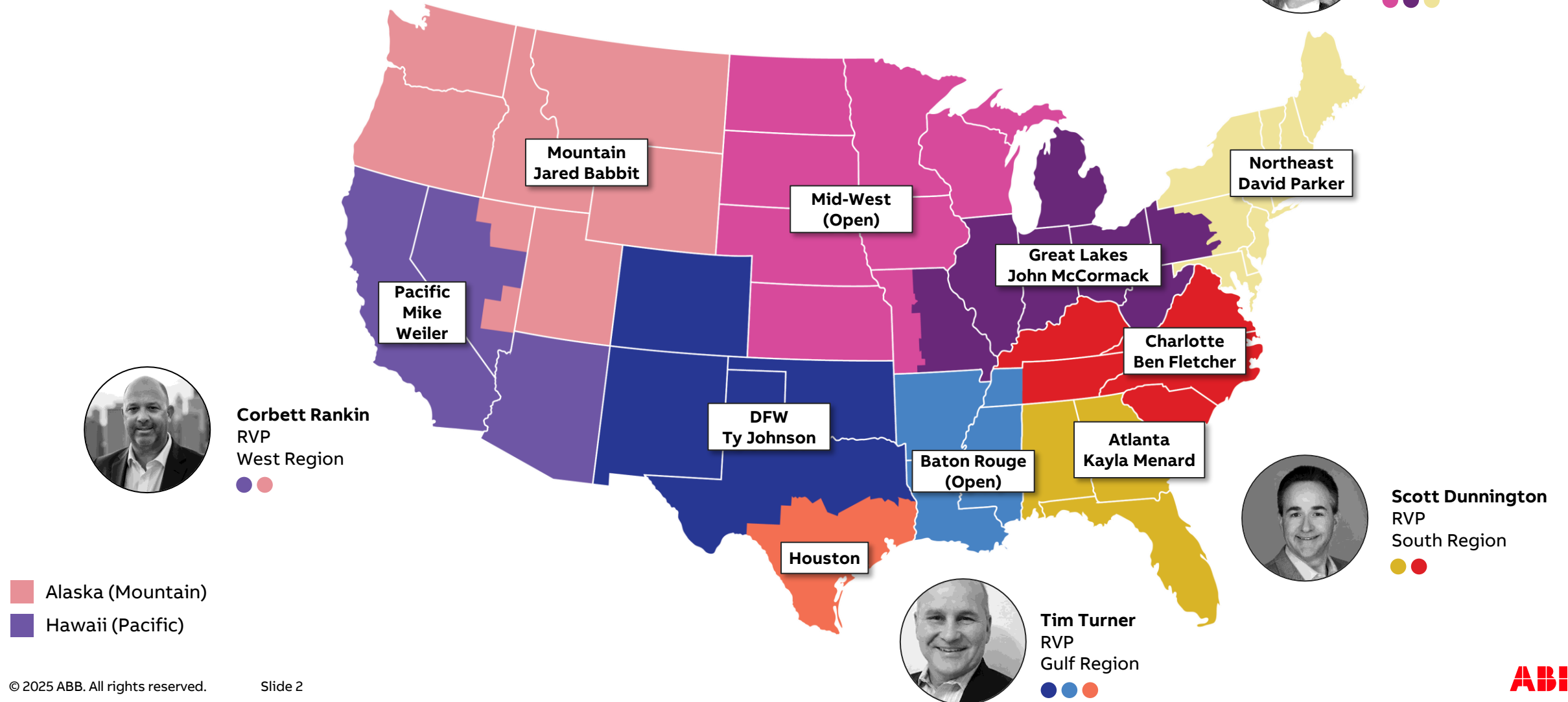
Tim Turner
RVP
Gulf Region



Scott Dunnington
RVP
South Region

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C&I Leadership

Regional



Scott Dunnington Regional Vice President – South

Scott is an accomplished sales leader with expertise in strategic planning, business development and customer relationship management. Scott joined ABB as part of the acquisition of Thomas & Betts and most recently has worked as C&I Director. Prior to this role, Scott served as the Southeast Regional Sales Manager. Scott has a B.S. in Marketing from Virginia Commonwealth University and is based in Bradenton, Florida.



Kaytee Howarth Regional Vice President – North

Kaytee brings over a decade of experience in the industry and has a proven track record of driving sales growth and building high-performing teams. Kaytee joined ABB in 2021 and has served as Regional Sales Manager, where she has demonstrated exceptional leadership and strategic planning skills. Prior to ABB, Kaytee worked at Generac Power Systems and Eaton in sales, product management and marketing roles, driving significant growth and profitability. Kaytee has a B.A. in Advertising from Michigan State University and an MBA from the University of Wisconsin Milwaukee. Kaytee is based in Grosse Ile, Michigan.



Tim Turner Regional Vice President – Gulf

Tim brings nearly 30 years of experience in the industry with extensive experience in sales and management. Tim joins us from Eaton, where he served as Regional Vice President. Prior to that role, he held various sales management roles at Cooper Industries and Cooper Power Tools. He has demonstrated exceptional leadership and strategic planning skills and is experienced in selling through various channels of distribution. Tim has a B.S. in Business/Commerce from Texas State University and is based in Montgomery, Texas.



Corbett Rankin Regional Vice President – West

Corbett brings over 15 years of leadership experience in the electrical industry with a strong track record in building high-performing teams, managing large-scale operations, and delivering consistent results. Prior to this role, Corbett has held multiple positions here at ABB as an Regional Sales Manager for Utility & District Sales Manager & Sales Application Engineer on the C&I Thomas & Betts division. A graduate of University of Pheonix with a degree in Business, Corbett is known for his strategic vision, collaborative leadership style, and commitment to empowering teams to exceed expectations.

Sales Enablement



Courtney Foster Vice President – Channel

Courtney brings a proven track record of building and maintaining strong internal and external relationships while driving strategic initiatives. In this position, she will lead the national account team and oversee the strategic vision for Thomas & Betts' C&I, Utility, and Retail distribution channels. Prior to ABB, she held various roles at Eaton Corporation including production management and distribution sales roles. She holds a B.S. in Industrial Distribution and an MBA from the University of Alabama at Birmingham.



Brian Barr Director of Industrial Sales

Brian's extensive expertise in market development, strategic planning and client relationship management will be invaluable in driving growth and innovation in our key vertical markets. Brian will lead dedicated teams of SAEs focused on key verticals to drive market reach and create demand and will closely collaborate with our regional and channel teams. Brian joined ABB as part of the acquisition of Thomas & Betts and most recently has served as Market Development Manager for Food & Beverage and Pharmaceuticals. Prior to this role, Brian worked across several key verticals in his roles at ABB, MPC and Sysco. Brian has a B.S. in Civil Engineering from the University of Memphis and is based in Lakeland, Tennessee.



Michael Mooneyham Director of Sales Operations

With a strong background in sales strategy and operations, Michael will be instrumental in optimizing our processes and ensuring we have the tools and support needed to succeed. Michael joined ABB in 2013 and most recently served as South Central Regional Sales Manager. He also held account management and supply chain roles at Barnhart Crane & Rigging and International Paper. Michael earned his Bachelor of Business Administration from the University of Mississippi and an MBA at the University of Memphis. He is based in Memphis, Tennessee.



Michael Saber Director of Agent Management

In this new role, Michael will drive more accountability and consistent performance from our agents through scorecard metrics. Michael joins us from Alleguard where he served as Vice President, Supply Chain. He brings extensive experience in product manufacturing environments and has a deep understanding of sales, distribution channels, supply chain through roles at Belden and Cooper Industries. Michael has a B.A. in Economics from Hamilton College.