

Raynor Hires Product Manager

In August, Raynor announced David Babics as product manager.

Babics comes to Raynor from Plews Edelmann, where he was the senior product manager and previously served as marketing manager and product analyst. ■



Babics



Crawford

LiftMaster Adds Marketing Communications Manager

In June, LiftMaster announced Laura Crawford as marketing communications manager for gate access systems and commercial door operators. In this role, she will develop and execute print and online programs, showroom and trade show displays, strategic alliances, and local dealer events.

Crawford joined LiftMaster from Cars.com where she held the position of senior manager for trade marketing. Prior to that, she worked for Leo Burnett Company and StudioNorth. She holds a Bachelor of Science degree in communications. ■

DoorKing Adds National Sales Manager



Dinnel

In July, DoorKing announced Nikki Dinnel as national accounts manager for the western United States. Dinnel will build the DoorKing brand with architects, property management companies, general contractors, and local, state, and federal government agencies.

She brings 14 years of experience in the garage door, fence, gate operator, and access control industries. She first worked with Apollo Gate Operators as a sales representative for four years. She then spent nine years with Miller Edge as a sales executive and sales manager.

Dinnel holds a Bachelor of Science degree in marketing management and is a Certified Door Dealer Consultant. ■

Helton/FlexiForce Adds U.S. Staff

In July, Helton/FlexiForce announced the newest staff additions at its Dixon, Ill., manufacturing and distribution facility.

Terry Madigan was hired as the new general manager, with responsibility for sales and operations. Madigan previously was president of North American operations for the Phoenix Company of Chicago, a global manufacturer of radio frequency cables. He holds a bachelor's degree in business.

Rick Schutte was hired in regional sales for states east of Illinois. Schutte previously worked for MidAmerica Door and held management positions in distribution and dealer facilities.

Randall Renne, who previously managed the FlexiForce Dixon facility, will now focus on regional sales for the Midwest. Renne was formerly vice president of international accounts at Raynor. ■



Madigan



Schutte



Renne

American Spring Wire Appoints General Sales Manager

In July, American Spring Wire (ASW) announced the promotion of Jim Rudolph to vice president and general sales manager. Rudolph oversees all sales, sales service, technical service, and production planning.

With ASW for 15 years, he led the commercial spring wire team, built the sales team at J&L Wire, led PC Strand sales, and made several contributions to the company's success. ■



Rudolph

Miller Edge Expands Sales Team

In August, Miller Edge announced the addition of six new members to its sales team and promoted two employees.

The new members of the inside sales team are Debbie Ellis and Ernest Boyes, and Justin Kha, Paul Lavy, Ben Rybinski, and Christine LaBounty are the new sales reps.

The promotions are Suzanne Hughes from inside sales to key account coordinator and sales supervisor and Sandy Seery from inside sales to sales rep and lead technical trainer. ■

LiftMaster Adds Radio Control Sales Manager

In July, LiftMaster announced the promotion of Sherry Johnson to radio control sales manager. In her new role, Johnson will develop strategies for sales growth for LiftMaster radio controls.



Johnson

Johnson began her career with LiftMaster 11 years ago and most recently was senior marketing project manager for radio controls. She previously worked for Cybiko, Harting Elektronik, and Lexington Homes. She holds a Bachelor of Science degree in applied mathematics and is an eight-time recipient of the LiftMaster Circle of Excellence Award. ■

BEA Expands Sales Force, Names Director

In June, BEA announced the expansion of its sales force and the appointment of Tim Chiappetta as director of sales and diversification. In this role, Chiappetta will manage the new eight-person sales team and focus on the industrial and security segments.

Chiappetta joined BEA in 2004 and has held roles in sales and management. He holds an M.B.A. and a bachelor's degree in business administration.

BEA has also added Jeffrey Hochstrate as national sales manager, security division; Ben Snell as Southeast sales rep; Crystal Parmley, Western and Northwest sales rep; David Mariotti, Mid-South sales rep; and Nick Kotum, Eastern and Northeastern U.S. and Eastern Canada sales rep. New inside sales reps include Jaime Butia, Marie Dyer, and Katie Kaufman. ■

DBCI Hires New Midwest Sales Manager

In August, DBCI announced the addition of Blake Robinson as Midwest sales manager.

Robinson joins DBCI with more than 25 years of experience in metal building and garage door sales. He previously managed sales at Central States Manufacturing in Lowell, Ark., and worked at Overhead Door. He holds a degree in architectural studies. ■



Robinson