



CELEBRATING  
55 YEARS

# nerej

## **Rainville named director of sales and marketing for Polygon**

April 03, 2011 - Owners Developers & Managers

Jeff Rainville has been named director of sales and marketing for Polygon, a leader in the prevention and mitigation of fire, water and the effects of humidity. Formerly the MCS division of Munters, Polygon was formed October 1st.

In his new position, Rainville will be responsible for strategic planning and implementation of all Polygon sales and marketing strategies in North America and will report directly to Elvir Kolak, president of U.S. and Canada operations for Polygon.

Rainville will manage sales efforts for national accounts; direct the insurance, managed property, government and industry business segments; and oversee communication with the sales force.

"Jeff is an exceptional leader with a proven track record in implementing successful marketing and sales initiatives in our industry," said Kolak. "He brings to the position a strong sales and marketing focus, a deep understanding of the Polygon business and excellent people management skills."

Before joining Polygon, Rainville spent more than 20 years in the insurance industry, holding positions in management, sales and marketing.

Most recently, Rainville, was vice president of sales with Atlanta-based Custard Insurance Adjusters, Inc., one of the largest independent loss adjusting companies in North America.

Rainville received a bachelor's degree in finance and marketing from Syracuse University in Syracuse, N.Y.

Rainville is a native of Norwich, Conn. He and his wife, Vickie, have three children, Gabriel, Riley and Brady.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540