

At Lyte Poles, we have a non-traditional approach to managing our relationship with you. We call it "Inside Out." This allows us to create a deep understanding of your organization — how you operate and what you need from us to be successful with our product line. Our team knows a lot about poles (some may say they know more than anyone should). Lean on us for the information and support you need.

## partner relations management

Support for the overall needs of our relationship with your agency — from managing your sales contract, maintaining your monthly Partner Scorecard, conducting CEU courses, and providing in-the-field sales support to making sure your team is properly trained so everything runs as smoothly as possible.



**partner ambassador**

cheryl  
kowalski

586-218-6348  
cherylk@polemfg.com



**chief revenue officer**

kelly macvoy  
guffey

586-218-6352  
kellyg@polemfg.com

## inside sales

Support for sourcing the right product for each job and generating competitive, accurate pricing information.

To streamline order requests, product configuration and pricing inquiries can be directed to: [quotations@lytepoles.com](mailto:quotations@lytepoles.com)



**inside sales**

teresa  
burcham

586-218-6371  
teresab@polemfg.com



**inside sales manager**

keith  
locke

586-218-6351  
keithl@polemfg.com

## partner service

For help with the placement of new orders, inquiries on active orders, and any issues that arrive after our products reach your job site.

To streamline order requests, new orders and order inquiries can be directed to: [orders@lytepoles.com](mailto:orders@lytepoles.com)



**partner service**

shaun  
harrell

586-218-6388  
shaunh@polemfg.com



**partner service  
manager**

cathy lee

586-218-6368  
cathyl@polemfg.com

## marketing

Support for PoleVault™ access and issues or information for your line card.



**marketing projects lead**

ben  
tassin

586-218-6350  
bent@polemfg.com