



ELGIN L. CLARK II

**Sales Engineer,
Western Michigan & Northern Indiana**

Elgin Clark II is a Sales Engineer at AbsolutAire. In this role, he is responsible for developing and growing sales for the company's commercial and industrial direct-fired equipment in its Western Michigan and Northern Indiana market regions. Among his key activities, Elgin is focused on new account development, assisting facility design or engineering firms with mechanical systems' specifications, interfacing with mechanical and sheet metal contractors on project pricing and scheduling, and providing factory technical support on selected projects.

Elgin began his AbsolutAire career in 2006, following more than 15 years of mechanical systems' marketing and sales experience in Western Michigan. He has held positions as a sales engineer and sales manager for V & L Sales, a former provider of food-service equipment and commercial makeup air and heating & ventilating systems. For more than five years before assuming his current position with AbsolutAire, Elgin was a sales engineer for Swaney Sales in Grand Rapids, Mich., specializing in the design and layout of commercial and industrial heating and ventilating systems for this major Western Michigan HVAC sales firm.

In 1990, Elgin earned a bachelor of business administration degree from Western Michigan University in Kalamazoo, Mich. His coursework included an industrial marketing major and a manufacturing technology minor. He has been an associate member of ASHRAE since 1997.

Elgin was married in 1995 to his wife Andrea, who is vice president of marketing communications for a prominent Grand Rapids law firm. Both thoroughly enjoy family life and spending time with their three young children, a daughter and two sons. Elgin also enjoys playing various sports, especially golf and soccer.

eclark@absolutaire.com

