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Kimball International Announces Team of Seasoned Experts to Lead New Workplace Business Unit

JASPER, Ind., October 19, 2020 – Kimball International has announced the leadership team of its new Workplace Business Unit, which will leverage the company's proven strengths of best-in-class customer experience, product development and brand marketing across three distinct brands within the Workplace: Kimball, National and Etc.

Kourtney Smith, President, Workplace, announced that the following seasoned experts have joined her in leading the Workplace Business Unit:

- Michael Roch – SVP, Sales
- Wendy Murray – VP, Brand Marketing
- Angie Schuch – VP, Product Marketing
- Angie Troxler – Director, Sales Operations

Details on the Workplace leadership team and on key promotions within the Workplace sales organization can be found below:



Kourtney Smith has been named President, Workplace. Smith initially joined Kimball International in 1988, building experience in both the office and hospitality industries. During her career, Smith has held roles of increasing responsibility in marketing, product development, sales and service. Before being promoted to President of National Office Furniture, she served as President of Kimball Hospitality. Prior to that, she was Vice President of Marketing for National Office Furniture. Smith holds the distinction of being a Kellogg Executive Scholar of Professional Achievement in Marketing and Sales Management.



Michael Roch has been promoted to Senior Vice President, Sales, Workplace. With over 15 years at the company's National brand, most recently as Vice President, Sales, Roch effectively combines front-line sales experience with his direct and focused leadership style. Roch's passion for driving brand awareness, delivering customer-centric experiences and supporting his sales team make him an asset to the Workplace Business Unit. As Senior Vice President, Roch will be responsible for the operation of the Workplace Business Unit, including sales for the Kimball, National and Etc. brands and the A+D strategy and trade marketing functions.



Spencer Henderson has been promoted to Vice President of Sales, National. Henderson's extensive experience within the contract furniture industry includes seven years with National in escalating sales and leadership roles, as well as a previous background in dealership management and furniture purchasing. Prior to being named National's VP of Sales, Henderson was the brand's Director of Sales. In this new role, Henderson will assume responsibility for National's selling organization, distribution strategy and execution and the achievement of profitable growth.



Lisa Carter will continue to lead field sales for the Kimball brand as Vice President of Sales, Kimball. Carter has spent five years in sales with the Kimball brand, driving outstanding results. Carter has significant sales experience, including support of the A&D market and delivering growth and new business opportunities through longstanding partnerships. As Vice President of Sales, Carter will continue to be responsible for Kimball's sales teams, distinct distribution strategies and customer relationships.



Wendy Murray has assumed additional responsibilities as Vice President, Brand Marketing, Workplace. Previously the Vice President of Marketing for the Kimball brand, Murray has long been instrumental in developing and launching new products and in shaping strategy for the organization at large. In her new role, Murray will lead brand strategy, positioning, communications, customer experience, creative services and brand planning for the Kimball, National and Etc. brands. She will head efforts to develop and reinforce individual brand positioning, and she will lead the Kimball International Marketing Creative Services team in its development of all customer assets across the enterprise.



Angie Schuch has assumed additional responsibilities as Vice President, Product Marketing, Workplace. In her 30 years of experience within the organization, Schuch has held roles in service, sales and leadership, most recently as Vice President, Marketing, National Office Furniture. In that role, Schuch put her passion for innovative product development to work as she led product development, product marketing, and overall brand marketing initiatives. In her new role, Schuch is responsible for the product development and custom quote strategy for the Kimball, National and Etc. brands.



Angie Troxler has assumed further responsibilities as Director, Sales Operations, Workplace. After more than 30 years in the organization, spent in a variety of customer service and sales roles, Troxler will now be responsible for internal sales support functions, overseeing areas including the internal design team, order management, customer service and government contract administration. Troxler began her Kimball International career as a member of National's customer service team. She most recently served as Director of Sales Support, National Office Furniture.

The Workplace leadership team holds responsibility for the operation of the Workplace Business Unit overall and will be supported by team members dedicated to each brand.

Kimball International's three brands within the Workplace Business Unit – Kimball, National and Etc. – remain unique. Each will continue to be supported by its own dedicated sales and customer service teams and each will go to market with distinct distribution strategies:

- National will continue to deliver speed and excellence in furnishings while remaining dependable and providing smart designs at a great value
- Kimball will remain steadfast in crafting high-quality, innovative products within the evolving workplace, showcasing exquisite design and a timeless aesthetic
- Etc., Kimball International's newest Workplace brand, will provide on-trend simple designs to make your work easier
- Working in partnership with the Health Business Unit, the Workplace Business Unit will also strengthen its capabilities in the health market.

"We are extremely pleased to gather this team of seasoned experts to drive our future growth," said Kourtney Smith, President, Workplace. "Today, it's more important than ever to be reliable and nimble, while providing valuable solutions to the marketplace. This team has shown an unwavering dedication to delivering products that impact and improve our success while serving the needs of our dealer partners and customers. The entire Workplace leadership team will bring tremendous value as we accelerate our growth in the market."

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About Kimball International, Inc.

For 70 years, Kimball International has created design driven furnishings that have helped our customers shape spaces into places, bringing possibility to life by enabling collaboration, discovery, wellness and relaxation. We go to market through our family of brands: Kimball, National, Kimball Hospitality, and D'style by Kimball Hospitality. Our values and high integrity are demonstrated daily by living our Purpose and Guiding Principles that establish us as an employer of choice. We build success by growing long-term relationships with customers, employees, suppliers, shareholders and the communities in which we operate. In fiscal 2019, the Company generated \$768 million in revenue and employed over 3,000 people. For more information, visit us online at www.kimballinternational.com.