

Southern Sky Home adds to sales team; opens new HP showroom

Moving to Showplace

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Jimmy Donlon, left, Paul Ciciarelli and Kelly and Ken Markham have recently joined Southern Sky Home. Lifestyle home furnishings brand Southern Sky Home, comes into the April 22-26 [High Point Market](#) with an expanded sales force and a new showroom.

Building on solid sales momentum since its debut in October 2016, the brand has brought on board four sales executives, who will help to drive new business and provide personalized service to Southern Sky Home's growing customer base. Additionally, the Woodstock, Ga.-based supplier will showcase its offerings from Showplace 2312.

The new showroom, which is located on the second floor above [Rowe Furniture](#), will showcase an expanded assortment of dining, occasional and accent furniture items.

"While offering beautiful, finely-crafted products is important, we understand that it's equally important to deliver exceptional service," said Bill Grace, owner and president. "Our new space will allow us to display a wider assortment of products in a convenient location for our target customer, providing a more satisfying shopping experience. We're excited to debut our new showroom at this spring's [High Point Market](#)."

New additions to the team include Jimmy Donlon, an industry veteran with more than 25 years of sales, marketing and business development experience. During his career, Donlon has secured strategic partnerships with Macy's, Bloomingdale's, Pottery Barn, Williams-Sonoma, Crate & Barrel, Bed Bath & Beyond, Wayfair and many more. He joined Southern Sky Home in October 2016 and serves as marketing representative for the Mid-Atlantic region while also managing the brand's key accounts.

Ken and Kelly Markham have joined the team as marketing representatives for the lower Southeast region, covering Georgia, Alabama and North Florida. Ken has more than 40 years of experience in the home furnishings industry, and Kelly brings with her a 17-year tenure with Home Depot corporate and 15 years in home furnishings. Also joining the Southern Sky Home team is Paul Ciciarelli, a sales and management professional with 20 years of experience in the home furnishings industry, including roles with [Rowe Furniture](#) and Bedgear. Ciciarelli is responsible for the New England region and also handles key accounts.

"With the large number of business opportunities in front of us, I knew it was important to bring together a team that is not only passionate about driving new business, but that also has strong relationships with home furnishings retailers and understands their unique needs," said Grace. "With their solid reputation for generating results and providing unsurpassed customer service, Jimmy, Paul, Ken and Kelly are integral to Southern Sky Home's business strategy and success. We are fortunate to have them on our team."