



Patrick Smith

Regional Sales Manager

Polar King International, Inc.

Having served as a regional sales manager at Polar King International for more than a decade, Patrick Smith has a vast range of cold storage expertise that spans multiple sectors, including government, education, food and beverage, and specialty projects. His extensive experience, exceptional leadership skills, and robust industry connections have played a crucial role in driving the company's widespread success.

As a leading authority on GSA Advantage (Contract No. GS-07F-003GA), Smith leverages his deep knowledge of federal government sales to streamline the procurement process for government agencies, contractors and military entities. Over the years, he has worked on many customizable, walk-in refrigerated and freezer units for harsh environments—including explosion-proof models—to provide safety and peace of mind while enhancing overall operational readiness.

Smith also works closely with K-12 schools seeking to expand their dry storage, refrigerated, or freezer storage space, providing solutions specifically tailored to the unique needs of each school and district. He is extremely well versed in the stringent regulations and other special requirements surrounding educational settings. Smith takes a hands-on approach, fostering communication and collaboration throughout a customer's journey with Polar King.

Prior to joining Polar King, Smith spent more than 15 years providing sales management and procurement support for some of the largest manufacturers of industrial packaging products in order to streamline their business operations. Smith earned a bachelor's degree in management from Huntington University.

Connect with Kevin



[linkedin.com/in/patrick-smith-80696866](https://www.linkedin.com/in/patrick-smith-80696866)

CONTACTS:

Haley Compston

haley.compston@vptag.com

Julie Osborne

josborne@roopco.com



Outdoor Walk-In Coolers and Freezers