

August 20, 2019:

We are excited to announce three new members joining the Insight Partners Florida family: Matthew Tooley, John Thompson, and Warren Grobbelaar. Each of these individuals is a highly qualified, passionate, and knowledgeable expert of our industry in their own right, and we look forward to the customer and manufacturer partnerships they will help us cultivate in Florida and beyond.

For additional information on our growing team or the network we are building together, please reach out to Vic Hoffman, Vice President and General Manager of Insight Partners Tampa, at 813.613.1855 or vhoffman@insightusa.com.



Matthew Tooley
Vice President of Sales, Tampa

Matt has been in commercial HVAC sales in the Tampa area for over 16 years: Eight of those years were working with a local manufacturers' representative as a Sales Engineer and Managing Partner, with eight more prior to that spent at Trane Tampa as a Sales Engineer beginning in 2003. Matt has a beautiful wife, two daughters, and will be working closely with our current Tampa team as he transitions into the Insight Partners network. Matt hails from the University of Florida with a BS in Mechanical Engineering.

With almost 15 years of HVAC and engineering sales under his belt, John has experience from Johnson Controls as a sales engineer as well as a Branch Manager for their Austin, Texas region, where he spent nearly six years. Most recently, he held the role of Managing Partner at a Florida-based manufacturers' representative firm. John comes to Insight Partners with a BS in Mechanical Engineering from the University of Louisville and an MBA from the University of Chicago, a testament to his business acumen. John, his wife, and their daughter have relocated to the Southwest Florida region and are excited for this new opportunity.



John Thompson
Account Executive, Ft. Myers



Warren Grobbelaar
Account Executive, Ft. Myers

After graduating from the University of Kentucky in 2010 with a BS in Mechanical Engineering, Warren got his industry beginnings as an inside controls specialist at Kentucky manufacturers' representative Comfort Process & Solutions. From there, he joined Johnson Controls' Kentucky branch as a Sales Engineer before moving into a sales role with an Orlando manufacturers' representative firm, where he would stay for nearly two years. Warren, his wife, and their two children look forward to joining the Insight Partners family in Ft. Myers.