



Press Release

MakoRabco Welcomes Donna Morgan-Esquibel and Cristian Batres as Regional Sales Managers

Carlsbad, CA, September 17, 2024

MakoRabco, the award-winning, nationwide leader in designing, supplying, and installing self-storage facilities, is proud to announce that Donna Morgan-Esquibel and Cristian Batres have joined our sales team. Donna joins MakoRabco's sales team covering our Coastal South territory (AL, GA, SC, NC), while Cristian joins the sales team covering the Florida territory.

Donna has been a part of self storage for 33 years, becoming a prominent figure in the industry over the years. Angie Guerin, MakoRabco Vice President, says "Donna is known for her sharp wit and her genuine and heartfelt nature. She's been an advocate for her clients, a leader to the industry, and a true pioneer for women in storage for 30 years. We are thrilled to have her knowledge, skillset and prime customer support skills in service to our Company's mission in the Coastal South region and are honored to have her on our team."

Donna first started her journey into self storage working at DBCI, before moving into operations running a self storage facility. Since then, she has worked for Mini Storage Messegner, XPS Call Center, StorageAuctions.com, and currently holds the VP position of the Alabama Self Storage Association (ALSSA).

Cristian joins MakoRabco with a similarly impressive resume in the self storage industry. Cristian got his start in self storage at U.S. Door Building Components where he held drafting, sales, and project coordinator positions. From there, he moved to Storage Structures in sales, and then to Janus International, where he worked in estimating and international sales. After Janus, Cristian took a break from the self storage industry and worked for ROCKWOOL before finally coming back and joining our team at MakoRabco.

MakoRabco's Vice President, Angie Guerin boasts "Cristian embodies all of the things that are truly important to a Storage Contractor or Developer - with a robust background in Project Management and Engineering & Drafting in tandem with his 'whatever it takes' mentality, we are excited to welcome him to the MakoRabco family. We know he will be an asset to our business as he helps to manage the client facing portion of our Florida Market."

Along with his impressive career background, Cristian has played a key role in expanding the self-storage industry internationally, especially in Latin America. He co-founded the Latin America Self Storage Association and served as its Vice President. When asked about joining MakoRabco, Cristian grinned and said, "Honestly, I couldn't be more excited. This team is already doing incredible things, and I'm here to roll up my sleeves, share what I've picked up over the years, and help us raise the bar even higher for our customers."

MakoRabco is proud to welcome Donna and Cristian to the team. With their impressive experience and unique talents, they're set to elevate our already strong foundation and bring new energy as we continue to lead the industry into an exciting future.

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About MakoRabco

MakoRabco is a nationwide company that specializes in the design, supply, and installation of Self Storage Buildings. With over 50+ years of combined industry experience, MakoRabco has expertly served the storage industry through the successful construction

of more than 4,000 facilities including single story, multi-story, climate controlled, enclosed boat & RV, canopy, and multi-level conversion projects across the country. For more information, visit <https://www.makorabco.com>.

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