

Meghan Kohlmann

Midwest Groundcovers



Meghan Kohlmann is the Lead Account Manager for the Outside Sales Team at Midwest Groundcovers, where she plays a vital role in driving sales strategy, strengthening customer relationships, and energizing team development. In the nearly four years with Midwest, Meghan has become a key connector across departments – translating data into action, aligning sales with marketing and operations, and championing service excellence.

In her leadership role, Meghan combines an analytical mindset with a collaborative, people-focused approach. She mentors her peers on the sales team, leads best-practice initiatives, and plays an active role in onboarding and training to elevate team performance and consistency. Her ability to blend forecasting insight with real-world sales experience helps her team stay proactive and informed.

Before joining Midwest, Meghan spent four years as an Account Manager with one of the region's largest landscape contractors, giving her a foundation in customer needs, project pressures, and day-to-day field realities. That experience continues to shape her leadership style – practical, empathetic, and focused on helping others succeed.