

Press release

## **Jens Schroth and Michele Mastagni are granted procuration**

**Burtenbach, 6. July 2018**

- **More power behind Kögel Trailer GmbH & Co. KG sales in Germany, Austria and Switzerland as well as Kögel Italia S.R.L sales.**

**Kögel has granted procuration to Sales Manager Jens Schroth, responsible for customers in the DACH region (Germany, Austria and German-speaking Switzerland), and Michele Mastagni, Sales Manager at Kögel Italia S.R.L. Kögel customers in Germany and Italy will benefit from a considerable acceleration of decision making and processing in daily business transactions.**

"By granting procuration, we are underpinning the high professional competence and management qualities of these two sales managers in Europe. In today's world, it is becoming increasingly important to make quick decisions on site during the sales process. By doing this, we officially give Jens Schroth in the DACH region and Michele Mastagni in Italy these competencies, and are pleased that, as authorized signatories, they now officially represent Kögel externally," said Petra Adrianowytch, Managing Director of Corporate Development, Human Resources, Marketing/Communication and IT at Kögel concerning this strategic step. "This is a clear expression of our trust in them."

Michele Mastagni has been working at Kögel Italia, based in Cremona, Italy, as Sales Manager for two years. Massimo Dodoni, Managing Director of Sales in Eastern Europe and Italy as well as After Market at

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Kögel, is pleased that Mastagni's new responsibilities will provide customers with even more effective and efficient support. The computer and information scientist can look back on more than fifteen years of experience in the commercial vehicle industry. Before joining Kögel, Mastagni worked as a country manager for internationally renowned trailer manufacturers. As a result, Mastagni, aged 47, has acquired comprehensive industry and product knowledge in the commercial vehicle market and knows all the important major customers. Over the last two years, he has turned Italy into one of Kögel's most important and largest markets.

Josef Warmeling, Managing Director of Sales in Western Europe, Used Vehicles, Value Added Services, Associations and OEMs at Kögel, pursues a clear goal with the appointment of Schroth as authorized signatory – to implement decisions more quickly for the benefit of the customer. Jens Schroth took over the management of sales in the DACH area a year ago. After more than 13 years, the new Sales Manager for Germany, Austria and Switzerland moved from the European market leader for semi-trailers to Kögel. Since then, Schroth, in his new function at Kögel, has been responsible for expanding the market position in the DACH core market, heading the Kögel regional sales managers and establishing strategic key customers. The 43-year-old industrial business administrator has had many years of sales experience in the trailer and commercial vehicle sector.

Photo: Photo: Jens Schroth and Michele Mastagni, authorized signatories at Kögel

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## Press release

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Kögel is one of the leading trailer manufacturers in Europe. Since it was established in 1934, the company has manufactured more than 550,000 trailers. With its commercial vehicles and solutions for freight-forwarding companies and the construction industry, the company has been providing 'Made in Germany' engineering quality for more than 80 years. During this period, it has maintained its passion for transport and innovation, enabling it to offer proven, long-lasting added value to freight-forwarding companies. The company headquarters and main production facility of Kögel Trailer GmbH & Co. KG are located in the Bavarian town of Burtenbach. Kögel also has factories and offices in Ulm (Germany), Duingen (Germany), Chocen (Czech Republic), Verona (Italy), Zwolle (Netherlands) and Moscow (Russia).

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