

Press release

A new face for a new position: Sebastian Volbert becomes Head of Financial Services at Kögel

Burtenbach, 06 March 2019

- **Developing a structured sales financing system throughout Europe at Kögel**

Sebastian Volbert was recently appointed “Head of Kögel Financial Services”. The Burtenbach-based trailer manufacturer has created this position to strengthen its market position and advance its internationalisation. In future, Kögel will apply a brand new concept that has been specially developed for the financing, leasing and hire purchase of Kögel trailers. The 50-year-old will continue to expand these services, step by step. Sebastian Volbert will also be available in person to Kögel customers throughout Europe, to assist with any questions about financing. He reports directly to Kögel Managing Director Josef Warmeling.

In addition to leasing, a series of financing formats and credit types is usual in the commercial sector. To structure and develop these throughout Europe is the job of the new “Head of Kögel Financial Services” at Kögel Trailer GmbH. The goal: As well as an offer for a trailer, customers will also receive a financing offer with fair conditions in line with the market. The benefits for the customer are appealing, as they get everything they need for their trailer from a single source: “This helps them to make a speedy purchase decision,” remarks Sebastian Volbert. And: “Structured sales financing throughout Europe will advance our internationalisation and strengthen the market position of Kögel.”

Press release

In Sebastian Volbert, Kögel has gained a man with a wealth of experience, both in the field of sales financing and in the commercial vehicle sector. Before joining Kögel, the native Westphalian worked for the finance division of a major truck and bus manufacturer, where he was responsible for international key account management. Before that, Sebastian Volbert managed the vendor business for transport, construction and agricultural machines at an international leasing company, where he transferred after working for a German manufacturer of semi-trailers, bodies and trailers. There Sebastian Volbert held the position of Sales Financing Manager CEE and Project Financing.

As the first person to hold the new position, Volbert is breaking new ground at Kögel. And he does so with a clear goal: “Structured sales financing is an important vehicle for sales and a big advantage for our customers!”

“Kögel Finance will soon be offering other attractive services directly from Kögel,” says Josef Warmeling, Managing Director at Kögel. “Our customers are already asking for this service today, and soon we will be able to offer it to them. We expect that a majority of trailers will leave the factory via a financing solution in future.”

Photo: Sebastian Volbert, Head of Financial Services at Kögel

Your contact for further questions regarding this press release:

Patrick Wanner
Head of Public Relations
Phone +49 82 85 88 – 12 3 01
Fax +49 82 85 88 – 12 2 84
patrick.wanner@koegel.com

Press release

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 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).

www.koegel.com