

Press release

Kögel's new sales structure in Romania

Burtenbach, 23 January 2019

- **Luigi Meclea is the new Sales Director for Romania**
- **Marius Popescu is the new Key Account Manager for Romania**

Kögel customers in Romania can now enjoy the benefits of two new direct points of contact based in the country. Luigi Meclea and Marius Popescu are gearing their activities towards achieving even better, faster and more intensive customer service in Romania. Being native to Romania, they are both very familiar with the industry and the market. Luigi Meclea has taken on responsibility for the strategic development of Kögel in Romania. Meclea is also focusing on establishing and intensifying sales in connection with Kögel services such as financing, hire purchase, leasing, full service and telematics. Meclea reports directly to Kögel's Managing Director, Massimo Dodoni. With the support of Mr Meclea, Marius Popescu oversees our Key Accounts in this country. In this way, Kögel reproduces the new regional structure of the Group in Eastern Europe.

It goes without saying that both new Kögel employees will work together with Michael Hochstaffl, Managing Director of our long-standing general importer Hochstaffl Romania s.r.l. based in Calea Lugojului Nr. 34, RO-307209 Timisoara – Ghiroda. Together, they will help local customers to analyse their specific requirements and provide advice on the Kögel range of products for the forwarding and construction industries.

58-year-old Luigi Meclea looks back on many years of sales experience in the commercial vehicle industry. Before joining Kögel, Meclea

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successfully held various management positions in Romanian and international forwarding companies. As a result, Meclea, who holds a degree in transport science, knows the requirements of the sector in Romania like no other.

At the age of 37, Marius Popescu already has 15 years of experience in commercial vehicle and spare parts sales. Popescu holds a degree in law and science and also brings experience in the fields of new customer acquisition, customer advice and sales support to the table. As you would expect, he is very familiar with the logistics sector.

“Together with Marius Popescu and our dealer, we are now a strong team for our customers in Romania,” says Luigi Meclea, Sales Manager for Romania at Kögel. “In line with the motto ‘Where there's a will, there's a way!’, we will work together to achieve our goals,” adds Marius Popescu, Key Account Manager for Romania at Kögel.

Photo, from left to right: Luigi Meclea and Marius Popescu

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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

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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).

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