



Securing the Future in the STAHLWILLE Sales Organization

Klaus Pape passes on the baton – Daniel Otto new Chief Sales Officer of the premium tool manufacturer



Wuppertal, July 1, 2017. With effect from July 1, 2017, Klaus Pape will hand over the responsibility for the entire sales organization of STAHLWILLE Eduard Wille GmbH & Co. KG to Daniel Otto (40). For decades, Mr. Pape has represented the company's sales department all over the world and he will remain with the company as "Executive Vice President Sales". In this function, he will not only take care of the transition process but also be responsible for winning new customers and opening up new markets as well as managing sales projects. The area international sales has been under the responsibility of Patric Zickgraf (33) already since 2016.

"I am very happy to be able to sustainably secure the future of our sales organization as a family-owned company at this early point of time. As Mr. Pape will remain with our company, the young generation will massively benefit from the long-term experience of such an accomplished and successful professional," says Winfried Czilwa, Chief Executive Officer of STAHLWILLE.

Klaus Pape has had a decisive and lasting impact on the successful development of the STAHLWILLE sales organization. Among his contributions are the development of the subsidiaries as well as the global sales network. He has contributed significantly to the successful establishment of STAHLWILLE in key industries such as the aviation industry where the company is now one of the leading manufacturers of tools and tool-storage solutions.

In the past three years, Daniel Otto has already managed the areas product development/management and marketing at STAHLWILLE and he will continue to share responsibility for marketing and product management. Mr. Otto is a proven sales expert due to his long period of employment at the international tools manufacturer Hilti, where he held several executive positions in domestic and international sales.

Press release

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Photo:

Caption:

Winfried Czilwa (2nd from right), Chief Executive Officer of STAHLWILLE, with the new sales management (l. to r.: Patric Zickgraf, Klaus Pape, Daniel Otto)

STAHlwILLE_new_sales_management.jpg

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www.stahlwille.de/media/downloads/press/2017/EN_STAHlwILLE_securing_future_sales_2017_PR.zip



Over the past few years, STAHLWILLE has shown time and again that despite the age of 155 the company has not lost its ability to adapt to changing market conditions. With the "NORDSTERN" strategy that was introduced by the new management in 2014, STAHLWILLE has joined its forces and achieved remarkable market successes in the recent past. In the past years, the company thus generated a considerable sales growth and the fiscal year 2016/17, that is now drawing to a close, has also seen a substantial increase in sales. "Considering the favorable economic situation and numerous new products that we are planning for the near future, this is an ideal time for a leadership transition in the sales department," says Mr. Czilwa.

About STAHLWILLE

For over 150 years, the name STAHLWILLE has been a byword for innovative tools 'Made in Germany'. Intelligent torquing technology and tool systems, high-grade tightening tools and bespoke solutions for tool storage in the modern design of STAHLWILLE are in daily use in the aerospace, transport, energy and industrial sectors. The company unites all the outstanding features of traditional German craftsmanship, state-of-the-art production techniques and digital technologies. One of the world's leading manufacturers in the tool industry, STAHLWILLE employs more than 600 staff, operates from three production locations in Germany and has a closely connected global sales network.

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