

STILL strengthens its German sales and service organisation

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The STILL GmbH plans to match its Sales and Service considerably better to its customers' needs. In future in Germany there will be 22 main offices, branch offices, rental and service centres forming a comprehensive, close-knit network that will strengthen market presence and bring STILL GmbH closer to its customers as a leading supplier of customized intralogistics solutions.

The aim is that STILL's customers will be supported better than in the past through the planned investments in the sales and service organisation: capacities in sales and service can be aligned towards customer support in an even more targeted way through the planned unified back office concept that relieves branches and office bases of administrative work, and optimized management structures in Germany. Up to now, service and sales have been organised in a network of branches each with its own administrative structure which we now plan to simplify. Moreover, in future newly established team leader functions are designed to give even greater support to sales and service staff to concentrate on customers.

Source: STILL