

**Martin Schulz succeeds David Kehler**

## **Martin Schulz is the new Head of Sales for Germany at ebm-papst**

**On June 1, 2019, Martin Schulz will take over as Head of Sales for Germany at ebm-papst. He will succeed David Kehler, who will take on international responsibility within Sales at ebm-papst in the future.**

As of June, Martin Schulz will be head of sales for full-coverage sales and as such, responsible for field sales at ebm-papst in Germany. He will report directly to Stefan Brandl, Chief Executive Officer of the ebm-papst Group.

### **Strengths: Understanding customers and applications**

“To our customers, ebm-papst has always been more than just a supplier. Our strengths are understanding our customers and their applications, and working out the best solution on that basis,” replied Schulz when asked to describe his new assignment. “From a strong field sales force with direct customer contact and precise technical support from project engineers to customer service representatives who ensure reliable delivery service, ebm-papst is perfectly positioned in this regard. It is the basis for very close partnerships.” Schulz formulated his goal accordingly: “Together with our customers, I plan to use this basis to leverage the opportunities inherent in the new digital technology.”

### **About Martin Schulz**

Martin Schulz (41) received a degree in electrical engineering from Heilbronn University (Künzelsau campus) in 2003. Directly afterward, he worked at developing EC motors for more than three years. His career as a sales engineer at ebm-papst began in 2007. Later, Schulz was the head of a team of sales engineers for the Asian market. In 2016, he took on global responsibility as Sales Manager Refrigeration at ebm-papst.

### **David Kehler to have global responsibility**

Head of Sales at ebm-papst Germany since April 2017, David Kehler (34) will soon have global responsibility for the ebm-papst Group's industrial ventilation technology sales segment.

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16<sup>th</sup> May 2019 - Page 1 of 2

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Fig. 1: Martin Schulz will be the new Head of Sales for Germany at ebm-papst as of June 1, 2019.

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Fig. 1            ebm-papst  
Characters    Approx. 2,000, including headings and sub-headings  
Tags            ebm-papst, head of sales, full-coverage sales, field sales  
Link            [www.ebmpapst.com](http://www.ebmpapst.com)

### **About ebm-papst**

The ebm-papst Group is the world's leading manufacturer of fans and motors. Since it was founded, the technology company has continuously set global industry standards: from the digital interconnection of electronically controlled EC fans to aerodynamic improvements for fan blades to the use of eco-friendly materials.

In fiscal year 2017/18, the company achieved sales of over € 2 billion. ebm-papst employs over 15,000 people at 27 production sites (e.g. in Germany, China and the US) and in 48 sales offices worldwide. Fans and motors from the world market leader are used in many industries, including ventilation, air conditioning and refrigeration, household appliances, heating, automotive and drive engineering.