

Spelsberg strengthens its Midlands presence with seasoned Account Manager, Andrew Wilson

19 September 2023

Spelsberg, a leading producer and supplier of electrical installation and enclosure technology, proudly welcomes Andrew Wilson as its new Area Sales Manager for the Midlands. With coverage spanning from Swansea to Stoke-on-Trent, Lincoln, Peterborough, and beyond, Andrew brings over three decades of enclosure experience to fortify Spelsberg's presence in the region.

A journey through the industry

Andrew has held several diverse roles within the industry, accumulating valuable skills at each phase of his career. Before his current position, he served as a Senior Account Manager at a solar equipment firm where he honed his abilities in renewable energy technologies and customer management. His tenure as a National Sales Manager for over four years at a controls company taught him the intricacies of large-scale sales operations and team leadership.

Earlier in his career, he embraced roles that required regional focus, serving as an Area Sales Manager in the automation and electronics sectors. These roles nurtured his dexterity in regional sales strategies and building customer relationships. As a Sales Engineer in a multi-location electronics repair operation, he refined his technical knowledge and consultative selling skills.

One of his longest tenures was with a manufacturer specialising in electrical enclosures, where he held the role of National Business Development Manager.

This period solidified his passion and expertise in product development and distribution on a national scale, skills that are directly transferable to his new role at Spelsberg.

Customer-centric & versatile

Andrew stands out for his deep understanding of the entire product creation process, thanks to an apprenticeship in injection moulding at the start of his career. "I aim to meet with our existing customers first, adding value to their relationship with Spelsberg," Andrew remarked, "I'm particularly excited about demonstrating the diverse applications of our enclosures - encouraging our clients to think 'outside the box' in how they can best utilise our products."

Already familiar with the Spelsberg team from his time as a supplier, his existing rapport has helped him settle into the team quickly: "It's an excellent team, and with their backing, I'm enthusiastic about the growth prospects", continued Andrew.

Chris Lloyd, Managing Director at Spelsberg, commented, "With his comprehensive experience and customer-centric focus, we are confident that Andrew will bring significant value to our operations in the Midlands. We're proud to welcome him aboard as part of the Spelsberg team."

About Spelsberg

In the realm of electrical installation and enclosure technology, Spelsberg stands firm as a trusted, family-owned business with a deep-rooted history and specialisation. Committed to quality and innovation, the company provides an extensive portfolio of high-quality, custom solutions and off the shelf products that guarantee both safety and dependability, all while meeting global industry standards

Image captions:



Image 1: Andrew Wilson, Sales Manager - Midlands Area - Spelsberg UK.

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About Spelsberg

Spelsberg is one of the largest manufacturers of electrical enclosures in the world. With over 4,000 enclosures available as standard and further customisation possible, it offers solutions for almost any application.

With the largest supply of non-metallic enclosures, ex-stock in the UK, its products are often available for delivery within 24 hours; customisation is possible on any product, including bespoke entries, engraved corporate logos or fitted terminals, within 48 hours. Products can be ordered direct from Spelsberg or from most leading supply specialists including RS, Rapid, Farnell and CPC.

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