

Two industry recruits for UNTHA UK

Written by Luke

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Industrial shredding specialist UNTHA UK has made two high profile appointments as the business gears up for further growth.

Julian Lamb has joined the company as sales manager, following almost 20 years spent working in the waste sector. Most recently employed by Eggersmann, he has held sales roles with a number of high-profile global machinery providers throughout his career, and will now assist with the growing volume of technical enquiries coming into UNTHA UK's headquarters.

With a particular interest in complex organic materials, Julian has a broad depth of knowledge that will help solve application-wide shredding challenges.

"We've known Julian for a number of years," commented UNTHA UK's managing director Marcus Brew. "We've always been impressed with his genuine enthusiasm for cutting-edge technology, as well as his open mind – he doesn't simply roll out a carbon copy of a solution for a customer, simply because he's done something similar before. He draws on his industry insight but values every individual relationship in its own right."

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Julie Cassidy has also come on board as UNTHA UK's service coordinator. Having worked for a compressed air specialist for the last five years, she too has first-hand experience of the environmental engineering arena. Her new role will see her support UNTHA's increasingly busy after-sales department, through the provision of a robust administrative function that delivers customer service like clockwork.

"We want to be working with our customers many years into the future," added Marcus. "And the quality of our after-sales provision plays a crucial part in that retention strategy. From efficiently organising our engineers' diaries, to helping devise tailored service plans for customers, booking site visits and providing a much-needed support for one of our longest-standing colleagues Andy Nadin, Julie has quickly become an invaluable member of the team."

"We're not just selling shredders anymore," admitted Marcus. "We're often providing turnkey systems complete with all of the customer service products our clients could need – sometimes even wrapped up into one fixed monthly finance payment for maximum affordability. It's therefore imperative that the customer experience with UNTHA is consistent from start to finish."

The appointment news comes on the back of an exciting quarter for UNTHA UK – enquiries are up 30% on this point last year, the team has recently unveiled a new corporate website, and the company featured in the Digital Enterprise 100 report. Ex-chairman Chris Oldfield has also returned to UNTHA UK as commercial director.

For further information visit www.untha.co.uk