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## Press release

### From inside to outside in insulbar Sales

Michele Giagnorio is a new Account Sales Manager for insulating profile manufacturer Ensinger

In his new role, Michele Giagnorio is responsible for sales and distribution of insulbar insulating bars in Eastern and South Eastern Europe. In addition, he is on hand to help one major German customer with all matters concerning thermal separation of aluminium systems. Michele has a precise knowledge of the requirements and processes of his customers from the window, door and façade construction sector. After all, he has been ensuring the smooth processing of orders at Ensinger since 2014. Now he is pleased to have direct contact with customers in his work.

“Customer-oriented solutions and service are very important to me”, says the 31-year old commercial manager for industry and supply chain management. Having successfully completed a part-time study course in Sales Management just recently, Michele sees himself well equipped to set a new tone also with regard to organisational aspects, for example with greater digital support for processes.

“Together with our customers we develop high-tech products for particularly energy-efficient buildings. But for the exchange of technical and commercial ideas to work well, things need to be a good fit at the personal level too”, says football enthusiast Michele, who is valued by customers and colleagues for his open and friendly manner and for his integrity.

(1453 characters incl. spaces)

Ensinger is exhibiting:

#### **Fenestration Bau China**

29 Oct. - 1. Nov. 2020

Shanghai, China

#### **BAU**

11 - 16 January 2021

Munich, Germany

**Photos:**

Fig. 1: Michele Giagnorio is Ensinger's new Account Sales Manager for insulbar in Eastern and South Eastern Europe. Picture courtesy: Ensinger GmbH

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**About insulbar®**

Ensinger GmbH is one of the world's leading developers and producers of thermal insulating profiles for window, door and facade construction. The profiles marketed under the brand name insulbar create a thermal barrier between the inner and outer shells of metal frames. Insulation solutions using insulbar profiles achieve the best values in terms of energy saving and reduced heating and air conditioning costs, while complying with the most stringent quality standards in every respect. They have been in successful application the world for more than forty years. For more information, go to [insulbar.com](http://insulbar.com)

**About Ensinger**

The Ensinger Group is engaged in the development, manufacture and sale of compounds, semi-finished materials, composites, technical parts and profiles made of engineering and high-performance plastics. To process the thermoplastic polymers, Ensinger uses a wide range of production techniques, such as extrusion, machining, injection moulding, casting, sintering and pressing. With a total of 2,600 employees at 35 locations, the family-owned enterprise is represented worldwide in all major industrial regions with manufacturing facilities or sales offices.

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