

PRESS RELEASE

PJH Appoints New Sales Development Manager

(ref: PJH318 – SEPTEMBER 2009)



Marc Zbinden

National kitchen, appliance and bathroom distributor, the PJH Group has appointed **Marc Zbinden** (46) as a Sales Development Manager for the South East.

With over 27 years of experience in sales and design roles within both the KBB and construction industries, Marc is ideally placed to take on this challenging new position with the UK's leading distributor.

In addition, Marc's wealth of experience is further enhanced by previous roles working with leading brands, Magnet and Moores Furniture Group, as well as significant periods of working for both manufacturers and retailers - and selling to specifiers, contractors, housing associations and developers.

"With my experience of working for both sides of the supplier/retailer chain, I am looking forward to utilising the skills and knowledge I have built up and playing a major part in increasing sales and product awareness in my area", commented Marc.

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Previously a showroom manager and designer for an independent bathroom and kitchen showroom in West Sussex, Marc has an invaluable understanding of his new customer base at PJH.

“Knowing how challenging it is to compete and succeed in the current climate will certainly help me work closer with my new customer base and understand exactly what they want. With PJH Group’s excellent customer service levels and huge product portfolio, I am extremely confident in helping to grow the business further as well as continue to deliver the same exacting high standards of service that the PJH customer has learnt to expect,” continued Marc.

For further information on the PJH Group, contact the company on tel: **0800 8 77 88 99** or visit www.pjhgroup.com

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Notes to Editor:

The PJH Group is the UK’s largest distributor of kitchens and bathrooms with over 580,000 sq ft of warehouse space and approximately £16m stockholding. Established in 1972, the company is based in Bolton, operates throughout seven UK sites and employs over 700 people.

Customers include over 4,000 independent retailers, builders merchants, housebuilders, developers and specifiers. PJH own-brands include Moods Bathrooms, K Kitchens, Prima Kitchens & Prima Appliances.

The PJH Group is part of the Globe Union Group, a world class design, marketing, manufacturing and trading organisation supplying kitchen and bathroom products to customers worldwide.