

## Position in home country strengthened

Endress+Hauser opens new sales office in western Switzerland

**Endress+Hauser opened a new sales office in Bussigny, Switzerland, near Lausanne, in January. The move is a response to solid growth in the western Switzerland market and ensures close proximity to customers in all parts of the country. The office will be home to 10 employees who will help customers improve their products and manufacture more efficiently.**

Despite its international direction, Endress+Hauser remains deeply rooted in the region. In addition to the Sales Center at the Group's headquarters in Reinach, sales engineers and service technicians are spread across the entire country. "We want to use the new location to underscore our leading position in Switzerland and establish a closer presence in the western Switzerland market at the same time," says Alex Gasser, Managing Director of Endress+Hauser Switzerland.

Endress+Hauser boasts a broad portfolio of automation solutions that meet the growing requirements of the process industry. Biosciences and biochemicals, the chemical industry and the water sector play a strong role in western Switzerland. A 10-person team under the leadership of Antje Salvaige will concentrate on consulting, sales and customer services with the aim of further growing the regional business.

### **Strategically important location**

The decision for the new location was consciously made in favor of Bussigny in the Canton of Waadt. The sales office is strategically located near the highway junction that leads to the Lausanne-Geneva metropolitan region, the Canton of Valais and the German-speaking region of Switzerland. Proximity to academic centers and research institutes, as well as start-up companies spun off from the Polytechnic University of Lausanne (EPFL), harbors promising synergies.

Customers are also familiar with the location, where for years Endress+Hauser has held training and education seminars that will be continued and intensified in the new office. "Since Bussigny has long served as a meeting point for discussions with our customers, we are looking forward to continuing this history of mutual trust," emphasizes Alex Gasser.

### **Endress+Hauser Switzerland**

The Swiss sales organization has around 120 employees, most of whom are located at the headquarters in Reinach where Endress+Hauser Switzerland was founded 60 years ago. The company has long had a presence in French-speaking Switzerland through sales engineers and service technicians. By bundling its forces in the new sales office, Endress+Hauser aims to further strengthen its position.



**EH\_bussigny.jpg**

Endress+Hauser ensures customer proximity in Switzerland by opening a new sales office near Lausanne.



**EH\_alex\_gasser.jpg**

Alex Gasser, Managing Director of Endress+Hauser Switzerland.



**EH\_antje\_salvaige.jpg**

Antje Salvaige leads the new sales office in Western Switzerland.

### **The Endress+Hauser Group**

Endress+Hauser is a global leader in measurement and automation technology for process and laboratory applications. The family company, headquartered in Reinach, Switzerland, achieved net sales of approximately 2.6 billion euros in 2020 with a total workforce of more than 14,000.

Endress+Hauser devices, solutions and services are at home in many industries. Customers thus use them to gain valuable knowledge from their applications. This enables them to improve their products, work economically and at the same time protect people and the environment.

Endress+Hauser is a reliable partner worldwide. Its own sales companies in 50 countries as well as representatives in another 70 countries ensure competent support. Production facilities on four continents manufacture quickly and flexibly to the highest quality standards.

Endress+Hauser was founded in 1953 by Georg H Endress and Ludwig Hauser. Ever since, the company has been pushing ahead with the development and use of innovative technologies, now helping to shape the industry's digital transformation. 8,900 patents and applications protect the Group's intellectual property.

For further information, please visit [www.endress.com/media-center](http://www.endress.com/media-center) or [www.endress.com](http://www.endress.com)

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