Hörmann UK’s Projects department reaches record-breaking highs

Europe’s leading door provider, Hörmann UK, is celebrating a successful first half to 2019 for its industrial division, achieving record-breaking levels of orders through its Projects department.

The first six months of the year have seen a healthy increase in business for the industrial division, with turnover up by 78% on last year (as of end of June). As part of this, trade sales are up by 43%, with sales of Sectional Insulated Doors up by 21%, whilst sales of high-speed doors are also up by 39%.

As a provider of innovative solutions for many high profile developers across Britain, Hörmann UK’s success can be attributed to its continuous product development and the diverse knowledge and experience of its team.

Over the last six months the business has already launched a number of innovations for the industrial sector, including its new DAP Electronic Docking Assist, BBS Dock Leveller for smaller commercial vehicles and its latest SmartControl servicing software.

Tom Langley, Projects Director for Hörmann UK, said: “Not only is our Project orders breaking records, but our industrial trade sales are booming. As of 1st April 2019 we took the decision to move the two industrial trade sales coordinators into the Projects office, which was a more natural fit for the business and our clients.

“They join our existing two estimators to form our new pre-sales team, which is headed up by Miriam Kirkwood, who has been promoted to pre-sales team leader. To support this growth, a new position has also been created for a customer technical support / CAD operator to ensure we provide each customer with the highest standard in service and support, right from the initial design stages through to installation and aftersales care.”

The expansion of the industrial division will support a number of product launches set for the remainder of 2019, all of which are designed to support the industrial sector in improving safety and security, whilst also maximising efficiency.
To view Hörmann UK’s complete offering for the industrial sector, visit https://www.hormann.co.uk/industry-commerce-and-public-authorities or call 01530 513000.

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For further information on Hörmann UK’s range of products, contact Henrietta Painter or Katy Peacock at HROC LTD on 0121 454 9707 or email hormann@hroc.co.uk.