



MATERIAL TRANSFER

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Material Transfer Welcomes Sergio Carrillo as Director of Sales

Operations, Sales & Key Account Management Experience to Drive New Growth

ALLEGAN, MI (February 8, 2022) – [Material Transfer & Storage](#) (MTS), an industry leader in the custom design and manufacture of bulk bag filling, conditioning and discharging systems, announced today the hire of Sergio Carrillo as Director of Sales. In this role, Carrillo will be responsible for sales team leadership, strategic business planning and process oversight, and new market identification and development.

Carrillo brings a wealth of industry knowledge from his previous roles in Sales Management for a leading manufacturer of automation machinery and technologies. Most recently, as Director of Key Accounts Management for a metal processing equipment manufacturer, Sergio was instrumental in fostering new business opportunities while nurturing and managing global account relationships.

As Director of Sales, Carrillo will leverage this experience to design Material Transfer's business growth strategies with emphasis on the following four areas:

- Identification and development of new market opportunities that expand the company's reach and market share.
- Management and nurturing of new customer relationships that foster the ability to transform customer operations.
- Oversight and management of the strategic sales growth plan and the design and execution of go-to-market strategies.
- Specification and implementation of sales processes that drive greater efficiencies and speed the design to delivery process.

"It is with great enthusiasm that we welcome Sergio Carrillo to our team," said Scott Nyhof, MTS president. "As we continue our efforts to provide greater value and improved efficiencies to customers, Sergio's leadership and expertise will be invaluable to the company. We are excited to welcome him to the Material Transfer team."

About Material Transfer

Headquartered in Allegan, MI, Material Transfer & Storage (MTS) is an industry leader in the custom design and manufacture of bulk bag filling, conditioning and discharging systems. For more than 30 years, MTS has been singularly focused on delivering the highest performing bulk handling equipment and systems to transform customers' operations into more than they can imagine. For more information, visit the new website at www.materialtransfer.com.

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