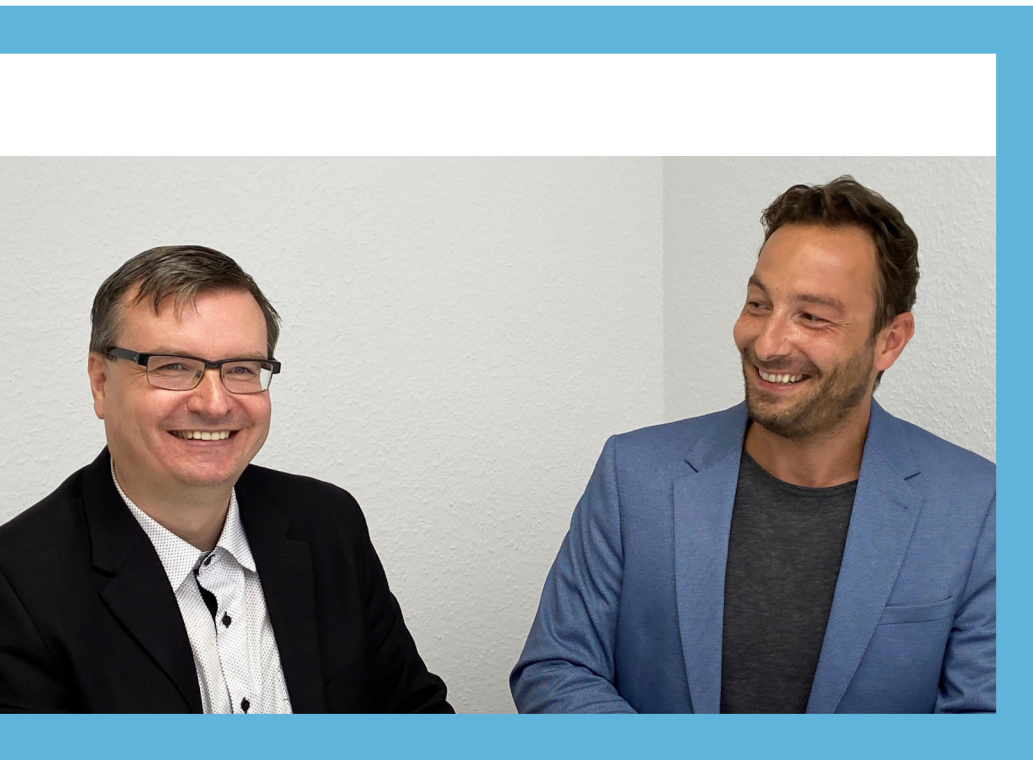


## **Even more customer proximity:**

### **The OptiSense sales team continues to grow**

**OptiSense, the market leader in contactless coating thickness measurement, is further expanding its proximity to customers and enlarging its sales team: Sascha Schmidt, who has been responsible for hand-held measuring devices since recently, and Patrick Voos, who now strengthens the field sales team for industrial measuring solutions, are on board.**



With *Sascha Schmidt* (left) and *Patrick Voos*, the market leader for coating thickness gauges has gained two accomplished sales specialists who have already proven after their first days at the company that they understand the needs of OptiSense customers very well.

Concentrated consulting competence: Two new sales managers strengthen the sales team at OptiSense and stand for even more individual customer support. With a wealth of expertise and experience, they will advise industrial customers throughout Germany.

Sascha Schmidt (46) is a field salesman with a passion. As Sales Manager, he is expanding the sales of mobile coating thickness gauges. Previously, the Leverkusen native was Sales Manager at Erichsen GmbH & Co KG and TQC Sheen. TQC has been a partner of OptiSense for many years and therefore Schmidt was already very familiar with the solutions of his new employer: "The application potential for the mobile OptiSense measuring solutions is

enormous, as companies can quickly get into photothermal coating thickness testing. The handheld devices offer many advantages. They measure wet, powdery and solid layers precisely and without contact and are also light and compact," explains Schmidt.

The 42-year-old state-certified Betriebswirt Patrick Voos is expanding sales for the industrial OptiSense solutions as Sales Manager. The experienced industry expert gained extensive experience as an internationally operating laboratory manager in dealing with materials testing systems. The strategic sales orientation is important to him: "The growth-oriented sales structure of OptiSense also includes sharpened customer segmentation. That's why there is now intensive specialist support focused on industrial OptiSense systems."

Both are now available to provide customers with advice and support. In addition to the increase in personnel, OptiSense also geared the structure of its field service to further growth at the beginning of the year: "More and more companies are convinced of the advantages of our technology and want to use our system quickly or expand their existing plants. In order to be able to optimally support our partner network in planning, integration and realisation with the usual short reaction and delivery times, we have expanded and restructured our sales service. With this committed team, we will successfully implement our expansion strategy in the next few years," says Heymans, looking optimistically into the future.

### The company

OptiSense GmbH & Co. KG is the world's leading supplier of precise and reliable photothermal measurement of coating thicknesses. The solutions include single-sensor devices as well as measuring systems with multiple sensors - all of them non-contact, fast and highly precise. In addition to measuring systems for industry and mobile handheld devices, the core business also includes a complete service portfolio ranging from contract measurements to calibration and maintenance services. The company, headquartered in Haltern am See, was founded in 1998. It has a worldwide network of sales partners.

## CONTACT

**OptiSense GmbH & Co. KG**  
Annabergstraße 120  
45721 Haltern am See  
GERMANY

Birgit Hostmann  
Tel. +49 163 3933343  
Mail [hostmann@optisense.com](mailto:hostmann@optisense.com)  
Web [www.optisense.com](http://www.optisense.com)

