**Alfred Müller was Head of Domestic Sales at ebm-papst for 27 years and, as Managing Director from 2006, successfully established the ebm-papst Austria subsidiary. During that time, he pursued his sales goals with passion and enthusiasm, set up a good network of customers and coworkers, and played an important role in the impressive growth of ebm-papst.**

While looking forward to retirement, Alfred Müller looks back with pride on what he achieved with ebm-papst. “I had the good fortune to be part of this company and its story. I appreciated my very trusting relationship with founder Gerhard Sturm, who often backed me internally and gave me good advice and support with demanding customers and challenging problems.”

When Müller arrived from Gebhardt Ventilatoren on January 1, 1991, Jürgen Zilling, then Head of Sales, had him set up a successful domestic sales organization. What distinguished him throughout his career: Alfred Müller had an operational role in addition to his management role, visiting potential customers, writing travel reports and bids. He was closely involved in establishing EC technology on the market, opening new business segments like clean room technology in 1996, and increasingly positioning ebm-papst as a systems supplier.

Alfred Müller handed off his position to his successor, David Kehler, in April 2017 and worked until the end of March 2018 as a consultant to company management. He will miss his work at ebm-papst, but is mostly just grateful for it. Alfred Müller is confident that work in sales will continue in his spirit.

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Photo 1: Alfred Müller, Head of Domestic Sales at ebm-papst Mulfingen for 27 years, is retiring

**Photo** ebm-papst

**Characters** approx. 1,800, with headings and sub-headings

**Keywords** Alfred Müller

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**About ebm-papst**

The ebm-papst Group is the world's leading manufacturer of fans and motors. Since it was founded, the technology company has continuously set global industry standards: from interconnected, electronically controlled EC fans and aerodynamic improvements for fan blades to the use of materials that conserve resources.

In fiscal year 2016/17, the company achieved sales of almost €1.9 billion. ebm-papst employs over 14,000 people at 26 production sites (in Germany, China, the US and elsewhere) and in 49 sales offices worldwide. Fans and motors from the world market leader are used in many sectors, including ventilation, air conditioning and refrigeration, household appliances, heating, automotive and drive engineering.