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**Presse Information.**

Press Release.

New member appointed to Management Board

**Ulrike Just takes over new management role**

**Aschaffenburg, October 30, 2024 – Ulrike Just has been appointed as a new member of the Management Board for Linde MH Sales & Service EMEA. In her role as Executive Vice President Sales & Service Linde MH EMEA, Ulrike Just was in charge of brand management from October 2023. She has long-standing expertise in strategic business development and operational sales and service management. In her new role with the global provider of manual, automated and connected material handling solutions, she succeeds Christophe Lautray in the Management Board, who will continue to support the Board as a Senior Advisor. During his more than thirty years with the company, Christophe Lautray has played a key role in the development and growth of the sales and service organization.**

“Taking on the leadership of the Linde brand as a member of the Management Board is an honor and an exciting task. I look forward to tackling it and helping to drive the strategic and operational development of Linde Material Handling,” says Ulrike Just, who is now also Managing Director of Linde Material Handling GmbH in Germany

In her previous role as Executive Vice President Sales & Service Linde MH EMEA, Ulrike Just was already tasked with aligning the Linde brand even more closely with future customer needs and changing market requirements, as well as leading its implementation across the EMEA region. “Our vision for the Linde brand is to continue to support our customers as a solution provider with products tailored to their needs and requirements for optimizing and automating their internal material flow. To this end, we offer a broad portfolio of technologically leading and innovative manual and automated industrial trucks for even the most demanding applications. Thanks to a well-positioned sales and service organization, both international and local, our customers can also rely on highly competent advice when it comes to optimizing and automating material flow processes, as well as on highly reliable and fast service,” emphasized Ulrike Just.

Ulrike Just brings with her many years of experience and expertise in strategic business development as well as in operational sales and service management. With a degree in business administration and an MBA from Harvard Business School, she has already enjoyed a successful international career in various management positions before taking up her first position at Linde MH in 2017.

In her new role, Ulrike Just succeeds Christophe Lautray, who has been Chief Sales Officer with global responsibility for the Linde brand since 2009 and a member of the Management Board for Sales & Service EMEA since 2021. Prior to that, he held various sales and management positions at Fenwick-Linde in France. With more than three decades of service to the Fenwick and Linde brands, Lautray has made a significant contribution to the successful development and growth of the company’s sales and services business. Going forward, he will support the Management Board as a Senior Advisor for strategic issues and as a representative in the work with European associations.

**Linde Material Handling GmbH**Linde Material Handling GmbH, a company of the KION Group, is a leading global manufacturer of manual and automated industrial trucks as well as a provider of services and solutions for intralogistics. With a sales and service network in more than 100 countries, the company is well-represented in all major regions of the world.

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**Images and captions:**

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**Presse Information.**

Press Release.



Image no. Ulrike\_Just\_Linde\_MH.jpg

**Linde Material Handling (MH) has appointed Ulrike Just as a new member of the Management Board for Linde MH Sales & Service EMEA. Concurrently, she is Managing Director of Linde Material Handling GmbH in Germany.**



Image no. Christophe\_Lautray\_Linde\_MH.jpg

**Christophe Lautray, who has served as Chief Sales Officer with global responsibility for the Linde brand since 2009 and as a member of the Management Board for Sales & Service EMEA since 2021, will provide support to the Management Board as a Senior Advisor.**

You can find these photos in printable resolution for download on:

[Press releases overview (linde-mh.com)](https://www.linde-mh.com/en/About-us/Press/)

Photos: Linde Material Handling GmbH

Released for publication.