

WITH „WE ARE PM“ A SPECIAL SPIRIT WAS CREATED!

Sascha Gampers professional career began in 2005 at PM-International in Speyer, where he joined after his studies as a diploma student on the topic of logistics optimization. Since then, the 46-yearold family man has steadily climbed the career ladder: General Manager Sales South Europe is his current position with responsibility for a number of southern European PM subsidiaries:

Subsidiary in Austria: One of the oldest PM markets and currently number 5 in the global internal PM ranking.

Subsidiary in Italy: One of the fastest growing PM markets in recent years, currently number 4 worldwide in internal PM rankings.

Subsidiary in Spain: Growing steadily and has been one of the top 10 PM markets for several years now.

Subsidiary in France: Since the opening in April 2022, a spirit of optimism can be felt in the market. The official PreLaunch event is in preparation. Sascha Gampers looks to the future with confidence: „With a market potential of more than 100 million euros in our sector, we are well positioned to grow in the Portuguese market as well. Our sales partners have done an excellent job in recent months. They are ready, motivated and have their sights firmly set on their goals. Wellness and cosmetic products account for a large share of retail sales in the Portuguese direct sales sector. We are already seeing a lot of interest in our products and business opportunities.“

Subsidiary in Belgium: Opening of the branch during the Grand Opening in August 2022. Already one of the fastest growing markets in Europe since the beginning of 2022; after the pre-launch of PM-International in Belgium at the end of last year, the company has recorded around 110% sales growth in this market. Eight employees are now working in the branch; Highest number of new distributors per month last month..

Network-Karriere: From our conversation, we understand that you place a very special value on your employees, right up to the heads of the respective subsidiaries.

Sascha Gampers: Of course, each and every individual is an important part of the company and contributes



Sascha Gampers, PM General Manager Sales South Europe

to sustainable success through his or her commitment and openness towards customers and our sales partners.

NK: It should also make you very proud that among the worldwide Champions Leagues circle, six members come from Southern Europe, i.e. from your PM area of responsibility?

Sascha Gampers: Of course, this makes me proud and at the same time spurs me on to accompany even more of our great sales partners to this position level or at least on their way there. Thanks at this point to the Champions Leagues from my region:

- Adele Samarelli** – CL from Italy
- Marina Longhi** – CL from Italy
- Giulia Romanelli** – CL from Italy
- Giulia Andrea Lucchesi** – CL from Italy
- Eliseo Molinari & Trinidad Garcia** – CL from Spain
- Jürgen Bruckner** – CL from Austria

NK: The PM business model is successful all over the world. Nevertheless, there are differences in the demands of the customers and the motivational ability of the sales partners. What is different in your PM countries than in Asia or America?

Sascha Gampers: I think that it is clearly felt in Europe and thus in many of my countries that Rolf Sorg

founded the company there and has exemplified the ethical values of a family business on a daily basis from day one. This has created a special spirit „We are PM“, which I feel again and again when I am on site in my countries or meet sales partners at our international events and incentives.

They are proud to be part of this unique company. In Europe, we were able to create the basis for this global success story, from which now, of course, my colleagues and sales partners around the world are also benefiting and are now contributing an extremely remarkable share to this success story.

NK: Around the world, political and economic developments are cau-

sing people concern. Can a globally active company like PM help to alleviate these concerns?

Sascha Gampers: Especially in the current challenging times, PM offers the possibility to secure a stable additional income. This is exactly what our sales partners in my countries appreciate very much. On the one hand, we offer them the opportunity to build up an additional income independently and without risk. On the other hand, we support our sales partners and customers with our high-quality products in the areas of health, fitness and beauty. For me, this is a perfect combination for further growth!

NK: Thank you Sascha Gampers. We wish you continued success.



PM-International

About PM-International

Well over 600 million FitLine® products have been sold worldwide to date - many customers use FitLine® regularly, including numerous top athletes. As part of a unique sports marketing concept, PM-International cooperates with the German, Austrian and Polish Ski Associations (DSV, ÖSV, PZN), the German Ice Hockey Association (DEB), the German Cyclists' Association (BDR), the German Athletics Association (DLV), the Swiss Sliding Association (including bob-

sleigh), the Swiss and Luxembourg Handball Associations (SHV, FLH) and the Luxembourg Basketball Association (FLBB). Worldwide, PM-International distributes its premium products in more than 40 countries. In 2021, total PM Group sales exceeded \$2.38 billion for the first time. More info at www.pm-international.com



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