

Stig and his unique story at GEA

Stig Thorslund is one of 20 people at GEA in Denmark to hold a Master in Dairy and Food Science and Technology. His experience is unique, we could have asked anyone in the organization and their stories would all have been different, but equally interesting as everyone contributes in their own way. GEA is a large multinational company and we have many opportunities for new candidates. Could you be next?

Stig Thorslund has been with GEA for 17 years working in technical and commercial positions including sales of dairy & liquid food projects, business development and management - always as a team leader. Today he's Senior Director for Project Sales at GEA Liquid Technologies in Skanderborg.



Stig Thorslund together with GEA colleague Nana Kirk Lund, Sales Engineer – Bioreactor Technologies in GEA's location in Skanderborg.

His passion is for business development and adding value to customers' businesses.

- Firstly, I try to understand what customers need from a process. Then I help them find the best solution based on our products, capabilities and capacities. There are often better ways of doing things. Having a Dairy & Food Technology Masters helps me understand what's needed to optimize production lines and much of that experience is transferable to other food-related industries.

Stig says that there are three things that thrill him about his daily job: sustainability, international reach and customer dialogue.

Sustainability

At GEA we offer sustainable processes to our customers.

- We want to protect the environment while helping our customers progress. I enjoy this approach – and making a difference. That's what we mean by 'Engineering for a better World'. I was part of the development team for our New Food business unit focusing on precision fermentation and cell-based meat while helping customers significantly reduce their CO2 footprint, says Stig.

International career

- I have worked in different areas within GEA over the years, developing my skills and experience, while keeping my passion intact. Before GEA I was in Nairobi manufacturing yoghurt, dressings, sauces and marmalade. My first three years at GEA was in Johannes-

burg. It was a fantastic time. Historically the South Africans have done things differently. I learned a lot, including the observation that if you can solve small problems for customers, they will come back to you for the bigger projects, he says.

- My family and I then moved to GEA in Parma, Italy where I worked in business development for homogenizers particularly in countries where our sales network was not yet well established. It was a very interesting time taking me to the Middle East, Africa, Turkey, Russia, Ukraine and many of the former Eastern European Countries.

Customer contact

Stig explains, that his team is continually talking to customers to understand their challenges and work with them to develop successful solutions.

- I have always enjoyed working with customers both on strategy, as a Global Key Account Manager, and at a much more detailed level such as individual components, units, mass balances, production scheduling and process flow diagrams. I believe that the best solutions are always found when we work in close partnership with our customers. Working in GEA has been good for me and my family. It has given me the flexibility and freedom I need for a good work-life balance while allowing me to use my experience and skills for the benefit of customers and our company alike. ●