

P.I.P.E. Industrial Systems

Internal Team

Marco Rossi

Role: Senior Sales Representative

Market: Italy, Germany

Specialization: Automotive automation, robotic welding cells, assembly machinery

Notes: Handles high-priority and strategic automotive clients.

Anna Keller

Role: Sales Representative

Market: Germany, Benelux

Specialization: CNC machines, industrial components manufacturing

Notes: Strong technical background, involved in complex CNC negotiations.

Lucas Martin

Role: Sales Representative

Market: France, Spain

Specialization: Custom machinery, aerospace and packaging systems

Notes: Manages long sales cycles and customized solutions.

Elena Bianchi

Role: Junior Sales Representative

Market: Italy

Specialization: Small to mid-size industrial deals

Notes: Handles inbound leads and initial qualification.

Companies Contacts and Business Scenarios

AutoMech GmbH (Germany)

Contact: Giovanni Rossi

Role: Production Manager

Interest: Robotic welding cells for car chassis assembly

Sales Rep: Marco Rossi

On October 1st, Giovanni Rossi contacts P.I.P.E. Industrial Systems after visiting the company website and requests technical information about a robotic welding cell. Marco responds the same day and schedules a short discovery call to clarify technical requirements. During the call, Giovanni explains that AutoMech needs to replace an outdated welding station to improve production speed.

The lead is immediately qualified, as AutoMech operates a high-volume automotive plant and has an approved budget. On October 3rd, Marco collects technical details regarding layout and cycle time. A standard configuration is sufficient, so the quotation is prepared quickly and sent on October 5th.

On October 8th, Giovanni confirms internal approval. The order is signed on October 10th. The deal is closed as Won.

Deal Value: €45,000

TechComponents SRL (Italy)

Contact: Laura Bianchi

Role: Procurement Manager

Interest: 3-axis CNC milling machine

Sales Rep: Elena Bianchi

On September 15th, Laura Bianchi contacts the company requesting a quotation for a CNC milling machine for aluminum parts. Elena conducts an initial qualification call and confirms technical compatibility.

The lead becomes an opportunity on September 18th. A quotation is sent on September 22nd. During the follow-up call, Laura explains that TechComponents is comparing multiple suppliers. On September 30th, she communicates that a competitor has offered a lower price with similar specifications.

BeveragePack SA (France)

Contact: Peter Müller

Role: Operations Manager

Interest: Automated assembly machine for transmission components

Sales Rep: Marco Rossi

Peter Müller contacts P.I.P.E. Industrial Systems on July 20th after a trade fair meeting. An initial call confirms strong interest but highlights complex integration requirements. The lead is qualified and converted into an opportunity.

Between August and September, several technical meetings take place involving engineering teams. Layout drawings and cycle simulations are exchanged. A final proposal is sent on September 2nd.

Internal approval at BeveragePack takes several weeks. On October 18th, Peter confirms the order. The deal is closed as Won.

Deal Value: €180,000

LogiFlow BV (Benelux)

Contact: Elena Conti

Role: Engineering Manager

Interest: Robotic material handling system

Sales Rep: Elena Bianchi

On August 5th, Elena Conti requests information about a robotic handling system for a metal stamping line. The lead is qualified and a technical proposal is developed.

In September, the client informs the sales team that the project has been postponed due to budget reallocation to another production line. No timeline is provided.

The opportunity is closed as Lost and Project Postponed.

Precision Auto DE (Germany)

Contact: Lukas Weber

Role: Operations Director

Interest: Automated palletizing unit for packaging line extension

Sales Rep: Anna Keller

On September 10th, Lukas Weber contacts Anna Keller to expand an existing packaging line previously supplied by P.I.P.E. Industrial Systems. Since the client is already familiar with the machines, the qualification phase is short.

A quotation is sent on September 15th. No major negotiation is required. The order is signed on September 25th and closed as Won.

Deal Value: €60,000

FoodTech Italia (Italy)

Contact: Marie Dubois

Role: Technical Director

Interest: Custom high-precision CNC machine for aerospace components

Sales Rep: Lucas Martin

Marie Dubois contacts the company on June 30th for a CNC machine with very tight tolerances for aerospace components. The opportunity requires extensive technical clarification.

Between July and August, multiple calls focus on software compatibility, tolerances, and tooling. After several revisions, the final quotation is sent on August 28th. The contract is signed on September 12th. The deal is closed as Won.

Deal Value: €120,000

AutoAssembly FR (France)

Contact: Thomas Becker

Role: Plant Manager

Interest: Robotic arm for final car assembly

Sales Rep: Marco Rossi

On August 18th, Thomas Becker requests a quotation for a robotic arm needed urgently. The proposal is competitive in price but includes a delivery time of 14 weeks.

During negotiations, the client receives a faster delivery offer from a competitor. On September 5th, Thomas confirms the decision.

The opportunity is closed as Lost because of delivery time.

Industrial Parts BE (Benelux)

Contact: Andrea Ferri

Role: Operations Manager

Interest: Single robotic arm for CNC material loading

Sales Rep: Elena Bianchi

Andrea Ferri contacts the company on October 3rd for a single robotic arm. The lead is quickly qualified. A standard solution is proposed and quoted on October 4th.

The client confirms the order on October 8th. Deal closed as Won.

Deal Value: €25,000

MegaLogistics DE (Germany)

Contact: Johan Lindström

Role: Head of Manufacturing Engineering

Interest: Redesign of car body assembly line (robotic welding and handling systems)

Sales Rep: Marco Rossi

MegaLogistics DE contacts P.I.P.E. Industrial Systems on May 12th for a partial redesign of a car body assembly line. The sales process includes site visits, workshops, and engineering studies. After several months of evaluation, the final contract is signed on October 1st. The deal is closed as Won.

Deal Value: €350,000

PackagingSolutions IT (Italy)

Contact: Not specified

Role: Owner

Interest: Industrial robotic cells

Sales Rep: Elena Bianchi

Status: Unqualified lead

On September 22nd, a small workshop contacts the company requesting industrial robots. During qualification, it becomes clear that production volumes are too low to justify automation. The lead is closed as Unqualified.

LogiFlow FR (France)

Contact: Sofia Martinez

Role: Procurement Manager

Interest: Automated packaging and labeling system

Sales Rep: Lucas Martin

On July 5th, Sofia Martinez contacts P.I.P.E. Industrial Systems requesting a quotation for an automated packaging and labeling system for a food production plant. During the initial qualification call, the technical requirements and expected production volumes are confirmed, and the lead is converted into an opportunity.

A detailed proposal is sent on July 15th. Although the solution is technically approved, internal budget approval takes longer than expected due to fiscal planning. Several follow-ups take place during August and September. On October 20th, the client confirms final approval and signs the order. The deal is closed as Won.

Deal Value: €90,000

SmartWarehouse NL (Benelux)

Contact: Mark Jensen

Role: Strategic Sourcing Manager

Interest: Two CNC turning machines

Sales Rep: Anna Keller

On August 1st, Mark Jensen contacts P.I.P.E. Industrial Systems requesting quotations for two CNC turning machines. The opportunity is qualified, and a competitive proposal is submitted on August 12th.

During follow-up discussions, Mark explains that SmartWarehouse is conducting a supplier comparison as part of a global sourcing process. On September 10th, the client informs the sales team that another supplier has been selected due to an existing framework agreement. The opportunity is closed as lost because of existing supplier.

AutoPlant GmbH (Germany)

Contact: Klaus Richter

Role: Group Operations Manager

Interest: Robotic welding cells for multiple plants

Sales Rep: Marco Rossi

On June 10th, Klaus Richter contacts P.I.P.E. Industrial Systems to evaluate robotic welding cells for two different automotive plants. After qualification, the opportunity is expanded to include multiple sites.

Between June and August, technical workshops and cost comparisons are conducted. A consolidated proposal is submitted on September 5th. The contract is signed on September 30th and the deal is closed as Won.

Deal Value: €220,000
