

“ANDREAS STIHL AG & Co. KG”

SalesLens Briefing

AI Assessment

- Company Fit: High – Headcount and Revenue indicate a proper size for a valuable ServiceNow implementation
- Technology Fit: High – The use of SAP allows a ServiceNow implementation
- Notes: The company is still a private, family-owned companies. Keep this in mind for the Sales approach, as the owning family probably has a lot of influence on the hierarchy.

General Information

Founded in 1926 by Andreas Stihl as a one-man company, STIHL has branched out to be a world leader in the portable outdoor power equipment industry. As a family-owned business with great global impact, sustainability is built into the structure of our company.

- Industry: Machinery Manufacturing (Forestry, Agriculture, Power Tools, Robotics)
- Headcount: 10,000+
- Revenue: € 5.3 billion
- HQ: DE, 71336 Waiblingen, Badstraße 115
- Company Type: Private, For Profit
- Affiliated Companies: -

Links/Contact

- Website: www.corporate.stihl.de
- LinkedIn: www.linkedin.com/company/stihl/
- Crunchbase: www.crunchbase.com/organization/stihl
- Phone: +49 7151 26 5052

Tech Stack

- Infrastructure: SAP HANA
- Resource Scheduling: SAP
- Project Management: Confluence, Jira