

Continued Growth as MHIAA expands its National Team

Following on from its recent success, Mitsubishi Heavy Industries Air-Conditioners Australia, Pty. Ltd. (MHIAA) is growing its team to better service its customer needs. After recently moving to the new state-of-the-art premises in Regents Park (New South Wales), the company is pleased to announce that Amir Naqvi and Damian Hatch have joined the company as Supply Chain Manager and National Accounts Manager, respectively, to Australia and New Zealand.

As a seasoned supply chain professional, Amir brings 15 years of expertise to the team. "Prior to MHIAA, I was involved in reviewing and optimising supply chain structures for large multinationals. I've also handled transport, logistics, warehousing, project and change management".

MHIAA prides itself on service delivery and customer satisfaction and ensuring that its processes are optimised is critical to the company's success. Amir believes that logistics plays a pivotal role in building a company's reputation and in expanding its customer base. "By ensuring that robust processes and back up plans are in place, we can deliver seamless, safe logistics".

Amir looks to bolster MHIAA's efficiencies by taking its supply chain to the next level. "I am a strong believer in team work, and I will work closely with my new team to make sure that we achieve all our objectives".

Optimistic about the future, Amir says that he is looking to settle down at MHIAA and to utilise his experience in the best way possible. "I was fortunate to receive a short contract with MHIAA prior to my full-time employment at the company. It gave me the opportunity to immerse myself in the brand and I immediately noticed the friendly and cooperative culture".

MHIAA also welcomed Damian Hatch who assumes the role of National Accounts Manager and will oversee MHIAA's national reseller and retail customers.

With years of trade experience under his belt, Damian gained a wealth of business acumen whilst running his own business. He then moved into the corporate space where he spent almost two decades in sales and client services.

"I've dealt with key national accounts in the past and pride myself on the strong and established relationships that I've built over time" says Damian.

Aligning to the company's intrepid goals for the future, Damian will be responsible for developing and implementing a sustainable sales strategy across Australia and New Zealand.

"I am pleased and privileged to have joined MHIAA and I look forward to helping them bring their goals to life".

Damian comments that he looks forward to meeting with all national accounts and building on the trusted and established partnerships.

"It's an exciting time to join MHIAA and I am ready to start working with the national accounts to create an even bigger presence for MHIAA in the industry."

Adrian Brown, General Manager – Sales and Planning says that these new appointments give the company ample opportunities for expansion, refinement and improved collaboration. "We welcome Amir and Damian to our family and we look forward to the continued success of MHIAA in the market".

About Mitsubishi Heavy Industries Air-Conditioners Australia

Mitsubishi Heavy Industries Air-Conditioners Australia offers a complete range of premium air-conditioners for residential and commercial spaces. Innovation is central to the organisation and underpins every aspect of MHIAA's product range. Fostering Japan's technological leadership and in combination with the organisation's rich heritage in engineering, aviation and spacecraft leadership, the company continues to achieve unrivalled success in Australia and New Zealand.

Contacts

Rebecca Vitetta

1300 138 007

mailto: marketing@mhiaa.com.au