Hormann Industrial Trade Team
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Hörmann UK Strengthens Industrial Trade Support

Hörmann UK has announced the expansion of its Industrial Sales division with the introduction of a dedicated Industrial Trade team, reinforcing the company's commitment to supporting trade customers with specialist expertise, responsive service, and industry-leading products. Created specifically to focus on industrial trade accounts, the new team has a clear remit to develop relationships with installers and trade partners across the UK, providing day-to-day support, technical guidance and helping customers identify new business opportunities.

Hörmann trade customers benefit from direct access to one of the industry's most comprehensive industrial product portfolios, offering solutions for virtually every application within the industrial and commercial sectors. Whether supporting new-build projects or refurbishment programmes, Hörmann provides an extensive range of high-quality door systems, loading technology and associated products. These are designed to meet the needs of warehousing and logistics, manufacturing, agriculture, commercial buildings, cold storage, automotive dealerships, and many other market sectors.

Supporting the field sales team is Hörmann UK's experienced in-house Technical Support department, Industrial Projects team and dedicated training programmes, ensuring customers receive expert assistance from initial enquiry through to installation and aftersales support. By working directly with Hörmann, trade customers benefit from a straightforward, customer-focused approach.

Meet the Team

Lee-Ann Edwards – Industrial Trade Sales Manager (Southern UK)

Lee-Ann Edwards will be responsible for supporting industrial trade customers across the South of the UK, including the Midlands, South Wales, Southern England and the Channel Islands.

With more than a decade of experience in the door industry, Lee-Ann has developed a strong background in sales, customer relationship management, and business development. Since moving into the industrial sector, she has built extensive knowledge of industrial door solutions and is focused on helping customers grow their businesses through expert product support, responsive service, and long-term partnerships.

Nick Dewhurst – Industrial Trade Sales Manager (Northern UK)
Nick Dewhurst will lead trade account development across the North of the UK, bringing more than 14 years' experience within the industrial door and loading bay industry and having held a variety of roles with leading organisations in the sector. Throughout his career, he has successfully secured major service contracts with nationally recognised businesses and developed extensive expertise in both service and trade sales. His in-depth knowledge of industrial doors, loading bay equipment and customer requirements makes him well placed to support Hörmann's expanding trade customer base.

Commenting on the launch of the new Industrial Trade Team, Stuart Shaw, National Field Sales Manager at Hörmann UK, said, "The creation of our dedicated Industrial Trade Team is another clear demonstration of Hörmann UK's commitment to the industrial trade sector and the value we place on our customers. Lee-Ann and Nick bring a wealth of industry knowledge and experience, making them perfectly placed to help our trade partners grow their businesses through responsive day-to-day support, expert product advice, and outstanding customer service. By working directly with Hörmann, customers can be sure that they can access the knowledge, products and support they need to succeed."

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Issued by Parkgate Communications on behalf of Hörmann UK. For further information contact Sheila Normington on 07990 636398 or email sjnormington@outlook.com