

Introducing Perfection's International Team



The future looks promising for Perfection Corporation's efforts to expand export sales. Driving the company toward this goal is an International Team dedicated to helping customers, worldwide, realise the benefits of working with Perfection.

Perfection Corporation's International Team members possess a combination of experience, knowledge and dedication that suggests a promising future for international sales.

"Our goal is to expand international sales into markets with the greatest potential. Since we started our internationalisation efforts we can really see the strength of the group. It has already proven very helpful in opening doors in Germany and allowing us to have local contacts in France," said Olivier Braquet, Perfection's Manager of International Sales and head of the International Team.

A member of the Elster Group, Perfection is the world's leading manufacturer of non-metallic mechanical joining products for natural gas and propane gas distribution systems. The company's complete line of gas distribution products allows installers to make fast, easy and safe connections from main-to-meter and from tank-to-house. Perfection also produces water distribution products for polyethylene water piping; and fabricated steel pipe and plastic tubing products for the water heater, plumbing/HVAC and appliance industries.

Olivier Braquet, Manager of International Sales for Perfection and Head of the International Team
As Perfection's Manager of International Sales and head of the company's International Team, Braquet is at the helm, leading Perfection's efforts to expand export sales. He joined Perfection last year after working as Director of Cleveland State University's International Business Center. Born and raised in Nimes, France, Braquet earned degrees and certificates in international trade, marketing, and business development in France and Italy. He initially came to Cleveland through a partnership agreement between France's ESC Clermont Graduate School of Management and Cleveland State University. As a graduate student Braquet specialised in international business management and has held various positions in international business ever since. He was employed with SNR Bearings, a manufacturing company in Lyons, France, where he worked his way up to International Account Manager. Braquet has also worked as a regional manager for Gaz de France, a natural gas distribution company (and one of Perfection's largest international customers); as well as for Sears Credit, as an International Accounts Representative.



Olivier Braquet, Manager of International Sales for Perfection Corporation and head of Perfection's International Team



Annick Siegel, Perfection's International Customer Service Specialist



Leopold van Hauwaert, Perfection's International Marketing Trainee, who will be assigned the position of District Sales Manager for Germany



Damien Vivier, Perfection's District Sales Manager for France

International Customer Service Specialist Annick Siegel

Annick Siegel provides support for all the administrative activities and marketing endeavours for Perfection's International Team. She joined Perfection in August. Siegel assists with market information, order creation, and all the details involved with overseas shipments. She also services and supports Perfection's international customers and business development efforts. Siegel has a degree in International Business. She is fluent in French and conversational Spanish. She has worked as an International Customer Service Representative with Pentair Water Treatment and Parker Hannifin.

International Marketing Trainee Leopold van Hauwaert

Currently Perfection's International Marketing Trainee, Leopold van Hauwaert is positioned to become the company's District Sales Manager for Germany. As trainee, van Hauwaert creates marketing literature for export markets and procedures for export order processing; he also provides analysis to Perfection's pricing strategy. Like Siegel, van Hauwaert also services and supports Perfection's international customers and business development efforts. A Belgian citizen, resident of Switzerland, van Hauwaert interned for three years at Nexans Switzerland, a manufacturing company involved in power transmission cables and cabling systems. He gained experience in many facets of business administration, which included assistance in Inside Sales, Accounting, Purchasing, Cost Accounting and Human Resources. After completing his training, van Hauwaert will return to Europe to pursue direct sales for Perfection.

Damien Vivier, District Sales Manager

Vivier's position with Perfection is a fine example of cooperative efforts within the Elster Group. Now Perfection's District Sales Manager for France, Vivier spent eight years in charge of developing the market in South France for Elster-Instromet when he sold meters to 33 locations of Gaz de France. Vivier worked three years with Sauron, a major manufacturer of electrofusion equipment and the first to patent the electrofusion technology invented by Gaz de France. With Sauron, Vivier was responsible for the export development for Europe. Vivier will head Perfection's efforts to develop the gas market France and conduct research into the LPG and water market.

Olivier Braquet

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