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Jekko invests in Spain

Jekko has appointed Alessio Forcolin as area sales manager for Spain

He studied and qualified as an electrical/electronics technician, and became involved with cranes and aerial work platforms when he took a commercial job with Italian rental company Cofiloc in 2016. He stayed with the business when **Kiloutou acquired the business** 18 months later, leaving at the end of 2018 to join Jekko as domestic sales manager. In mid 2022 he began adding some export markets to his remit.

In his new role he will be working with Jekko's Spanish distributor and strategic partner Transgruas.



Alessio Forcolin

Speaking of his new role Forcolin said: "I am very satisfied with this opportunity. The Spanish market is very similar to the Italian one in terms of customers and volumes, and I'm quite certain that the experience I've developed in Italy will help me with this new chance. The cultural closeness of the two markets will be the key to confirm our

leadership in Spain, exploiting the vast experience of our partner Transgruas, a long-time and extensive dealer with highly qualified personnel."

Sales and marketing director Alberto Franceschini added: "Our choice is coherent with the journey undertaken with mutual consent, which plans to develop in the international market the competences and commercial skills Alessio has acquired on the domestic sector. Moreover, Spain is one of the three main European marketplaces for Jekko, considering the outstanding results reported in 2023. Alessio's main aim is to consolidate Jekko's presence in the Iberian Peninsula but also to further strengthen the excellent results obtained with Transgruas."

Transgruas was founded in October 1978 in Lliçà de Vall near Granollers, around 25km north west of Barcelona to specialise in the sale of Fassi loader cranes in the greater Barcelona region. Since then it has expanded steadily and now operates from three premises in the Barcelona area, one of which is close to Girona, along with locations in Madrid, Valencia and Vitoria in northern Spain. It has also built up a national network of local dealers which it works with. Its product range now includes Fassi - its main business - plus Jekko, Almac Multiloaders, JMG pick & carry cranes and Multitel truck mounted work platforms.



Alessio Forcolin (L) with Ian Trenzano of Transgruas at the recent Smopyc exhibition

Cranes

People

Spider Cranes

