

Thibault

Member of our customer
solutions dream team



**TEAMWORK AND THE
SHARING OF IDEAS ARE THE
BEST WAY TO GAIN THE
CUSTOMER'S TRUST.**



Thibault is a Cat Rental and Used equipment Business Developer for the JA Delmas network in West Africa. He manages sales and operational promotion for these activities.

Cooperating with the rental sales team and sales people of different departments, Construction & Infrastructures, Mining and Energy, he handles all customer requests and advises them on the choice of equipment and rental solution depending on their budget and their job requirements.

Thibault says:

My mission is to make sure that:

- Together with the different sales teams we offer equipment rental solutions best suited to our customers' needs in a timely manner.
- We propose appropriate technical and operational support to our network's teams so that they can satisfy our customer's needs quickly and efficiently.