

Andreas Rosenberg von Gramiller im Interview: „Wir erarbeiten die beste Lösung“

Andreas Rosenberg vom Vertriebsteam von Gramiller über das herausfordernde und erfolgreiche Neuausstattungsprojekt bei der Fleischerei Schirnhöfer.



Andreas Rosenberg ist im Vertriebsteam der Firma Franz Gramiller & Sohn. ©
Beigestellt

:`Y]gW\ / '7c". '9fnU\`Yb`G]Y`i bg`j cb`XYa`bYi Yb`Dfc`Y_h
G`]Wf!`? ca`d`Yhh`]b]Y`Zi`f`XUg`l bhYfbY\`a`Yb`GW`]fb\`cZYf"
5bXfYUg`F`cgYbVYf[.`'8Ug`Dfc`Y_h`k`Uf`j`cb`5bZUb[`Ub`gY\`f
i`a`ZUb[`fY]W`"; Ya`Y]bgUa`a`]h`XYf`:`]fa`U`GW`]fb\`cZYf`i`bX`XYf`
:`]fa`U`K`YVYf`:`ccX`HYW`bc`c[`mj`Yfgi`W`hYb`k`]fz`Y]bY`5b`U[`Y`ni
_`cbn]d]YfYbž`X]Y`Y]bYfgY]hg`X]Y`j`]Y`Yb`DfcXi`_hY`XYg`?`i`bXYb
dYfZY_h`UVXYW`Yb`_Ubb`i`bX`UbXYfYfgY]hg`]b`]fYf`6YX]Ybi`b[
a`c[`]W`gh`Y]bZUW`V`Y]Vh`8U`Y]b[`]Y`DfcXi`_hY`]b`XYf`J`YfdUW`i`b[
i`a`'-`\$`:`fUX`[`YXfY\`h`k`YfXYb`a`i`ggYbž`k`Uf`gW`bY`'_`Ufž`XUgg`Y]b
F`cVchYfY]b`Y[`Yf`X]Y`dYfZY_hY`K`U\`jgh"

:`Y]gW\ /`7c".`K`JY`ZUbX`X]Y`bVYhf]YVbU\`a`Y`ghUhh3
5bXfYUg`F`cgYbVYf[`.`8]Y`bVYhf]YVbU\`a`Y`Y]bYf`gc`W\Yb`@]b]Y
XUi`Yfh[`.`i`h`nk`Y]`K`cW\Yb`Y`Y]bY`K`cW\Y`Z`f`X]Y`HYW\`b]`_`i`bX`Y]bY
k`Y]hYfY`ž`i`a`X]Y`DfcXi`_hY`Y]bni`ZU\`fYb``8`UbUW\`_`Ubb`]b`XYf`F`Y[`Y`
a`]h`XYf`DfcXi`_h]cb`VY[`cbbYb`k`YfXYb``K`]f`UggYb`Y`XcW\`]b`XYf
YfghYb`D\`UgY`]a`a`Yf`Y]bYb`5bk`YbXi`b[`ghYW\`b]`Yf`ni`f
DfcXi`_h]cbgVY[`.`Y]hi`b[`.`j`c`f`C`fh"

:`Y]gW\ /`7c".`?`cbbYb`G]Y`i`bg`X]Y`Y]bnY`bYb`GW\`f]hhY`XYf
@]b]Y`_`i`fn`Yf`_`UfYb3
5bXfYUg`F`cgYbVYf[`.`8`Yf`GW\bbYf`X]Ybh`XUni`ž
bUhi`f[`Yk`UW\`gYbY`DfcXi`_hY`a`]h`a`c[`.`]W\`gh[`Yf]b[`Ya`];`j`Y!Uk`Um
gW\`bY]XYb`ni`_`cbbYb``8`Ug`Y]»`hž`XYf`G`]W\`f`i`VYfb]a`a`h`X]Y`8`UhYb
XYg`GW\bj`cf[`Ub[`g`i`bX`fY[`.`i`]Yfh`XUbb`X]Y`GW\`b]hhVfY]hY`XYf
Y]bnY`bYb`GW\Y]VYb`gcž`XUgg`Ua`9bXY`X]Y`Dcfh]cb`a`]h`XYa
j`cfY]b[`YghY`hYb`;`Yk`]W\`hi`bX`XYf`f]W\`h[`Yb`5bnU\`Ubb`GW\Y]VYb
XYb`G`]W\`f`j`Yf`Uggh``8`UbUW\`k`YfXYb`X]Y`DfcXi`_hY`Ui`Z`Y]bYb`Di`ZZYf
[`Y`ZU\`fYbž`XUa`]h`X]Y`J`YfdUW`_i`b[`g`]b]Y`a`c[`.`]W\`gh`c`b`Y`Gh`]`ghUbX
Xi`fW\`Ui`Z`Yb`_`Ubb``8`Yf`F`cVchYfY]b`Y[`Yf`b]a`a`h`X]Y`DfcXi`_hY`a`]h
Y]bYa`];`fY]Z`Yf`Ui`Zž`XfY\`h`X]Y`gYž`ZU`g`YfZc`fXYf`]W\`ž`i`bX`Y[`h`X]Y
Dcfh]cb`]b`X]Y`J`YfdUW`_i`b[`ga`UgW\`bY`Y]b``8`]YgY`VY[`Ugh`i`bX
j`Yfg]Y[`Y`h`Ub`gW\`Y]»`YbX`X]Y`Y]bnY`bYb`DUW`_i`b[`Yb``5a`9bXY`XYf
@]b]Y`k`YfXYb`X]Y`DUW`_i`b[`Yb`XUbb`bcW\`cVYb`i`bX`i`bhYb
Yh]_Yhh]Yfh`i`bX`[`Y`gW\`b]hhYb"

:`Y]gW\ /`7c".`8]Y`@]b]Y`_`ca`a`h`j`cb`bi`f`Y]bYa`5bV]YhYf3
K`Y`W\`Y`J`cfhY]`Y`V]f[`h`X]Y`gY`9b`hgW\`Y]Xi`b[`3
5bXfYUg`F`cgYbVYf[`.`8`Yf`J`cfhY`]`Y[`h`Y]bXYi`h[`XUf]bž`XUgg`Y`g
]b`X]Y`gYa`_`ca`d`Yi`Yb`5V`Ui`Z`_Y]bY`GW\`b]hhghY`Yb`ni`UbXYfYb
A`UgW\`bYb[`]Vh``8]Y`GhYi`Yfi`b[`Yb`XYf`Y]bnY`bYb`?`ca`dcbYbhYb
_`cbbYb`dYfZ`_h`a`]hY]bUbXYf`_`ca`a`i`b]n]YfYb`i`bX`gdfYW\`Yb
Ui`W\`[`YbUi`X]Y`gY`VY`GdfUW\`Y``8`Yf`6YX]YbYf`\`Uh`Ui`»`YfXYa`XYb
J`cfhY`]ž`XUgg`Yf`j`cb`Y`XYa`8]gd`Um`Ui`g`U`Y`A`UgW\`bYb`ghYi`Yfb
`Ubb``K`Ybb`Yf`ni`a`6Y]gd]Y`VY]a`F`cVchYf`Y`hk`Ug`Yb`hXYW`hž``Ubb
Yf`5bdUggi`b[`Yb`Ua`G`]W\`f`j`cfbY\`a`Ybž`c`b`Y`XUŽ`f`nY\`b`A`YhYf
`Ui`Z`Yb`ni`a`i`ggYb"

:`Y]gW\ /`7c".`9g`k`i`fXY`a`]h`XYa`Ga`Ufh7\`Ub[`Y!GmghYa

Yfk Y]hYfh' 'k Ug`VYXYi hYh`XUg3

5bXfYUg`FcgYbVYf[. ' 8Ug`Ga Ufh7\Ub[Y!GmghYa `Yf`Y]W\hYfh
XYb`6YX]YbYfb`XYb': cfa Uhk YW\gY`Yf\YV`]W\`"8]Y': cfa UhhY`]Y
g]bX`'U`]b`XYf`A UgW\]bY`i bhYf`XYf': cfa ghUh]cb`j YfVUi h`C`bY
K YW\gY`gmghYa `a i gg`a Ub`U`gc`]b`X]Y`A UgW\]bY`\]bY]b[fY]ZYb"
8Ug`]gh`b]W\h`bi f`i a ghUbX`]W\žgcbXYfb`Ui W\`b]W\h[i h`Z f`X]Y
K Yf_nYi [Yž`k Y`]g]Y`XUbb`cZh`b]W\h[Y`cVYbžgcbXYfb`[YgW\cVYb
k YfXYb`"8UXi fW\`Yf`c`h`g]W\`X]Y`5Vbi hni b["`<]Yf`_Ubb`Yhnh`XUg
: cfa k Yf_nYi [`_ca d`Yh`gY]h`]W\`Ui g`XYf`A UgW\]bY`[YgW\k Yb_h
k YfXYb`' i bX`XUg`c`bY`Y[`]W\Y`<`]ZgfU`a Yb`Gca`]h`Uh`XYf
6YX]YbYf`XUg`K Yf_nYi [`cZYb`j cf`g]W\`Y[Yb`i bX`_Ubb`X]Y`HY`]Y
VYei Ya`hUi gW\Yb"

: `Y]gW\`/`7c". : i f`k Y`W\Y`6Yhf]YVY`g]bX`gc`W\Y

?ca d`Yhh`]b]Yb`[YY][bYh3

5bXfYUg`FcgYbVYf[. ' æ `Df]bn]d`Zi f`YXYb`Yhk Ug`[fc»YfYb
K i fghi bX`? UgYVYhf]YVžXYf`gY]bY`K UfYb`Ui Z[YgW\`b]hhYb
j Yf_Ui ZYb`a cW\hY`"8]YgY`@]b]Y`Yf`]gh`gW\cb`Y]b`n]Ya`]W\Yg`<][\!
9bX!DfcXi `_h": Ua`])Y`K YVYf`U`h`UVYf`Ui W\`[Ybi [YbX`G`]W\f`Zi f
_Y]bYfY`6Yhf]YVY`ni f`5i gk U\`"5i W\`Yf`k UfYb`k`j]b`XYf
JYf[Ub[Yb`Y]h`gW\cb`gY`f`YfZc`[fY]W\`K`]Y`[YgU[hž`XYf`?i bXY
YfnU\`hž`k Ug`Yf`VfUi W\hž`i bX`k`jYfYfUVY]hYb`X]Y`dYfZY_hY`@cgi b["

6Ygi W\Yb`G]Y`i bg`Ui Z.`ZY]gW\i bXW`Uh