

APPOINTMENTS



FABIEN PICHET TAKES CHARGE AT LOGIBAG

Logibag SAS, the leading European secure locker installation and maintenance firm, has appointed a new General Manager.

Fabien Pichet, who takes over from Dan Turner, will be in charge of manufacture, service and sales at the company whose parent is ByBox Holdings Ltd, the leading overnight parts delivery and locker bank logistics provider.

He is 37 years old, is married with three children and lives in Angers, France.

Leading Logibag into a new phase in its development from left luggage locker manufacturer to a fully-fledged locker management and service company, Fabien joins the team from AB Automotive France SAS (part of TT Electronics plc) where he was Sales and Marketing Director.

Working mostly in the automotive industry until now and fluent in English, French and Portuguese – he previously set up and developed the Business Unit of TT Electronics in Brazil for four years – Fabien has a background in science and engineering, and in 1991 was awarded a DESS (the highest degree) in Quality and Reliability Management by the University of Angers, France. In 2001, he completed a Management Program run by INSEAD, the Paris-based Business School for the World, before moving to Brazil to take up his new appointment as Director of DEMO do Brasil.

In his new role at Logibag Fabien has already set down what he wants to achieve over the short and medium-term. First amongst this list is to fully integrate the company and its team into the ByBox service ethos whilst structuring Logibag to operate in a fully autonomous capacity within the Group. A key element in this, he says, will be to retain the flexibility to support ByBox during its development, implementation and operation of new ByBox locker banks.

Elsewhere, Fabien wants to increase Logibag's sales, rental and service revenue in the important and growing European left luggage and postal markets where the company maintains a significant presence. The concession model is becoming important with Logibag increasingly asked to manufacture, install and maintain locker locations in return for a share of the revenue stream from customers.

"I am delighted at this new challenge and in my quest to make the company more profitable I know we have to add value to our existing services," he says.

"To do this we first have to reinforce our skills base and achieve continuous improvement in standards of quality and service. I will be introducing a series of new measures to help us do this, along with the development of new technologies that will enable Logibag to set the benchmark for future generations of electronic lockers".

"As you can appreciate there is a lot to do but the process has already started and we have already begun to win new business and new customers in what a few years ago would have been considered non-core markets. I intend that this should continue and am looking forward to fulfilling my promises as we move forward," he adds.