

New Business Development and Global Sales Manager

Jochen Kamm Drives ARJES' International Expansion Forward

With an experienced specialist in shredding technology and recycling, ARJES GmbH is taking an important strategic step toward targeted market expansion and new international growth impulses.

Jochen Kamm brings extensive industry knowledge and a broad technical background. His professional career began in the development of drive systems at renowned manufacturers in Germany and the USA, before he specialized in optimizing shredding technology. In his further roles, he was responsible for existing recycling plants, standardized the technologies in use, and designed new recycling towers as well as processing lines for both material recovery and thermal use in power plants. During this period, Jochen also gained comprehensive insights into the quality, performance, and diverse applications of ARJES shredding technology. This combination of technical expertise, process knowledge, and hands-on experience forms the foundation for his new role at ARJES GmbH.

Responsibilities at ARJES

As the new Business Development and Global Sales Manager, Jochen Kamm not only assumes sales responsibility but, more importantly, takes on the task of driving ARJES' international market development. His tasks include:

- Strategic development of new markets outside Europe – with a focus on North and South America
- Strengthening market penetration through targeted positioning of existing ARJES products
- Establishing new sales partners in previously untapped markets
- Further development of the global market strategy and identification of long-term growth potential

With this strategic expansion, ARJES aims for targeted, sustainable growth in the coming years and an even stronger position in international markets.

In working with his business partners, Jochen relies on open, honest communication and pragmatic solutions, following the motto: "Impossible doesn't exist!"

'Personal contact with people from diverse cultures is incredibly exciting for me. What matters most is listening to the customer and understanding their needs precisely. Mobile machines and shredding technology have been part of my life since my studies. Recycling is one of the most important global future topics, and ARJES combines both.'

Beyond the technology and product portfolio, Jochen was particularly impressed by the collegial atmosphere, the pleasant working environment, and the short decision-making processes at ARJES GmbH.

Global Expansion Through Teamwork

Working alongside Jochen Kamm, **Elke Ernest** will continue her role as Global Sales Manager, responsible for Europe and the eastern world markets – including Asia and Australia. Together, they combine business development and global sales management into a strong, unified force.

Press Release: December 03, 2025
Editor: Martin Priewe (ARJES GmbH)

Picture Attachments

Photo: Michael Müller (ARJES GmbH)



Caption:
Jochen Kamm, new Business
Development and Global Sales
Manager at ARJES GmbH