



Press release

Nicolai Zeltinger joins Funke Medical GmbH sales department

Raesfeld, 18th December 2023

Funke Medical is expanding its sales team with a new sales manager as of March 2024. The new sales manager, Nicolai Zeltinger, was until recently the national coach of the German national wheelchair basketball team. In the future, he will also assist Helmut Wessels, Director Global Sales, in strategic matters.

Nicolai Zeltinger will lead and coordinate the sales team at Funke Medical GmbH. Drawing on professional methods from high-performance sport, he and Helmut Wessels will initially develop new sales strategies for the DACH region and implement them with his team, to extend them to the whole of Europe afterwards. Nicolai Zeltinger has the ideal professional and personal qualifications for this task, both from his time as an experienced team coach and association official as well as from his studies in mathematics and business administration.

The 52-year-old from Giessen can look back on a successful coaching career in wheelchair basketball. After several years as a Bundesliga and assistant coach in Germany and Canada, Nicolai Zeltinger was most recently the national coach of the German men's national team for 13 years and won several medals at international competitions during this time. At the same time, he was involved in various clubs, associations and commissions for disabled wheelchair basketball. Various reforms and new structures in professional wheelchair basketball as well as new marketing and communication strategies for effective public relations can be traced back to his voluntary work.

„Nicolai Zeltinger is a true coaching luminary. He not only has outstanding leadership and coaching skills, but also experience in the field of international sports. His expertise from competitive sports, his knowledge of the special needs of handicapped athletes and his network in the Paralympic world are a great asset for us on a sales strategy level and will also enrich the development of our decubitus therapy portfolio,” says CEO Andreas Funke.

„For me, this new professional challenge is a win-win situation. I'm looking forward to being able to translate practices from competitive sports into business coaching. At the same time, I will remain closely connected to my passion, wheelchair basketball, through the products and sponsorship activities of Funke Medical,” summarises Nicolai Zeltinger.

Funke Medical GmbH is one of the leading German manufacturers of decubitus therapy systems and seat elements for dental medicine in Germany. In November 2021, Harald Quandt Industriebeteiligungen GmbH acquired a majority stake in Funke Medical GmbH. Founded in 1988 in Raesfeld, the medium-sized company manufactures and supplies its customers in Germany and abroad from there. Free digital services complete the product range, e.g. the Funke Medical online academy for further education in healthcare sector and a web-based tool to receive the latest user manuals in all languages.

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