

# LATAM

# LATAM Sales team



**BRAZIL**  
26 states + 1 federal district

- Karine Silva
- Celso Rodrigues

**ROSA**  
13 countries

- Oscar Ibarra
- Ricardo Avellaneda

**MEXCAC**  
21 countries + 15 islands

- Angel Castrejon
- Victor Rodriguez
- Raymond Menne

# Terex Latin America



## Alphaville, SP – Headquarter

- **Now:** 30 TMs + 5 Contractors on hybrid mode
- **Capacity:** 40 seats
- No training center
- No showroom



## Vitoria, ES – PDI Genie

- **Total:** 3,9 mi<sup>2</sup>
  - Indoor area: 0,53 mi<sup>2</sup>
  - Outdoor área: 3,36 mi<sup>2</sup>
- Delivery capacity (avg): 1500 machines per year
- 3 TMs + 5 contractors



## Jundiai, SP – Parts Warehouse (CEVA)

- 0,68 mi<sup>2</sup>
- 7.387 SKUs / part numbers
- Parts delivery for Brazil territory
- 79% average Fill rate