

Press release



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Edit Pljakic steps up UTA sales

- **New Head of Sales, Controlling and Business Development**
- **UTA to unlock further potential among new and existing customers**

Kleinostheim – 26 September 2016. UNION TANK Eckstein GmbH & Co. KG (UTA) is strengthening its global Sales Controlling and Business Development Management team. From October, Edit Pljakic will manage sales processes and press ahead with the development of new business segments. Pljakic directly reports to Volker Huber, CEO of UTA.

Edit Pljakic has more than ten years of experience as a controller and business developer in the service card business. After graduating from Johann Wolfgang Goethe University Frankfurt with a business diploma, he joined Lufthansa AirPlus Servicekarten GmbH. Initially, as investment and finance manager he supported the international expansion of additional branches and offices. Pljakic also developed analyses on company taxation and regulatory issues of foreign business.

In 2009, Pljakic, who is now 34-year-old, took on the role of Controller and was responsible for the international sales unit at Lufthansa AirPlus; in 2012 he was promoted to Senior Controller. In December 2013, Edit Pljakic moved to the US, where he was in charge of the US market for AirPlus as Business Developer and Business Controller using his expertise to support the management. In 2014, the service card expert returned to Germany as Head of Central Controlling at Lufthansa AirPlus. In this role he managed the central controlling department with eleven staff members, was responsible for shareholder management and implemented a company-wide key indicator reporting system.

"We are pleased that Edit Pljakic is taking over sales management and business development. He has excellent analytical skills in controlling and is a proven expert in the service card sector", says Volker Huber, CEO at UTA.



Edit Pljakic (34).

About UNION TANK Eckstein

UNION TANK Eckstein GmbH & Co. KG (UTA) is one of the leading providers of fuel and service cards in Europe. Commercial customers can use the UTA card system to refuel, independent of brand and without cash, at more than 54,000 petrol stations in 40 European countries and use other en-route services. These include toll invoicing, repair shop services, breakdown and towing services as well as the refund of sales and mineral oil tax. The company was founded in 1963 by Heinrich Eckstein; the majority of its shares, 51 percent, are family-owned (represented by the Eckstein and van Dedem families), and the other shareholders are Edenred SA (34 percent) and Daimler AG (15 percent). The company is headquartered in Kleinostheim/Main. Some 400 employees of the UTA group generate annual sales of almost 2.6 billion euros. For the tenth time running, UTA was voted one of the most friendly and customer-oriented service providers in Germany by the consulting company ServiceRating, the Institute for Market-Oriented Management (IMU) in Mannheim, the opinion research institute YouGov and the business newspaper Handelsblatt. www.uta.com

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