



Forging trust for reliable partnerships

How does relationship building help you in your role at RUAG?

Trust comes from mutual respect and common understanding. That's what makes for beneficial and productive partnerships.

What do you enjoy the most about your role at RUAG?

Listening and swapping ideas. I love bringing customers and partners together with my colleagues to design the right solution.

What challenges you most?

Fulfilling time and budget limitations whilst achieving customer technical expectation.

How do you meet the challenge?

Communication! Ensuring dialog and trust between our customers and our design and product management teams.

What made you want to work in S&T technology?

I am an engineer at heart. I love experiencing and championing state-of-the-art technology solutions.



Martin Kunz, Sales Manager, RUAG Simulation & Training

S&T mission: Connecting customers with our technology teams for optimal solutions

Hobbies: Motorcycle riding, preferably off the beaten track; Scouting; Working with youth

Talent: Building relationship networks

Passion: Bringing people together; engineering

Rule to live by: Push through and never give up

**Together
ahead. RUAG**