

January 2025

### Wilo USA New Hires

#### **Stephen Murphy – Regional Sales Manager – Northeast, Water Management**



We're excited to introduce Stephen Murphy as the new Regional Sales Manager for the Northeast, supporting Wilo's Water Management business. Stephen holds a bachelor's degree from Granite State College and an MBA from Louisiana State University. With extensive experience in sales leadership, Stephen's career includes roles such as VP of Sales for a wholesale distributor, Division General Manager, and WP Sales/Marketing. His strategic expertise and customer-centric approach make him an invaluable addition to the team. As Northeast RSM, Stephen is already focused on strengthening Wilo's presence in the region and driving territory

sales to new heights. Stephen's passion for leadership and relationship-building continues to inspire his work with clients and colleagues alike. We're confident his contributions will help elevate our success in the Northeast.

#### **Jim Raflares – Project Manager, Wilo Water Management and Building Services**



We would like to introduce Jim Raflares as a Project Manager, supporting both Water Management and Building Services at Wilo USA. Jim joined us with over 25 years of experience in rotating equipment, having held roles with both manufacturers and manufacturer representatives. A graduate of the Illinois Institute of Technology with a bachelor's degree in mechanical engineering, Jim also completed graduate business coursework at the University of Chicago. His extensive background includes positions such as Global Sales Manager and New Business Development Partner, where he demonstrated strong success in pump sales, particularly packaged pump systems. Since joining Wilo, Jim has embraced the PM role with enthusiasm, bringing exceptional expertise in project management and a proven track record in driving results. Having recently returned to the U.S. after years

overseas, Jim is eager to make an impact by applying his skills to support Wilo's growth and innovation in the pump industry.