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## MATT SAUTER

### Business Unit Director - Cab, Chassis, and Electrical

Matt Sauter is the Business Unit Director for Cab, Chassis, and Electrical at Pierce Manufacturing. With a career spanning two decades at Oshkosh Corporation, he has played a key role in product innovation and customer-focused solutions that enhance safety and efficiency across the industry.

Matt began his journey with the company in 2004 as a Designer in ARFF Engineering before expanding his expertise in various roles, including Field Service Representative for Oshkosh Airport Products, Requirements Manager at Pierce, and Sales Manager for both BMP and Fleet divisions. His leadership and technical knowledge have been instrumental in developing market-leading solutions that support fire departments and emergency responders.

One of Matt's most notable achievements is his contribution to the development and launch of the Pierce® Volterra™ electric pumper. By working closely with key customers and the electrification team, he helped bring this groundbreaking technology to market, setting a new standard for sustainable firefighting solutions.

Matt earned an associate degree in Mechanical Design from Fox Valley Technical College and a bachelor's degree in Business Management from the University of Wisconsin-Stout. His passion lies in collaborating directly with end-users to drive meaningful improvements in the products Pierce delivers.

*“Getting to work hand in hand with the people we support is a unique and motivating experience. Very few industries get to work directly with the end-users, and the feedback loop this provides allows us to make meaningful improvements in the products we produce at a personal level.”*