

Essential Enclosures



Target audience

Internal and external commercial staff, including:

- Telesales
- External sales
- Business Development
- Trade counter sales staff
- Technical support

Prerequisite knowledge

- You will be required to complete a pre-course evaluation to ensure this is the right course for your requirements

Duration and delivery

- A one day course

Training code: IA41

For further information or registration

- Contact us on 0870 608 8 608
or email us on GB-Industry-Training@gb.schneider-electric.com

Objectives

- Understand the enclosures market place to ensure every sales opportunity is maximised
- Share the strategy of Schneider Electric and our enclosure offer
- Learn how to select a product in response to customer requirements

Content

- The benefits of our enclosure offer
- The five criteria essential to correctly providing a solution to a customers application
- Key features, benefits and unique selling points of industrial, wall and floor enclosures
- Sales tools and literature; what is available and how to use it effectively

Products featured:

- Enclosures and accessories
- Thermal management products
- ATEX approved enclosures

Training and teaching method

- Presentations and demonstrations, with product selection and exercises and 'hands-on' with the products
- Products from our offer will be used to demonstrate or explain learning points throughout the day