

Essential ATEX



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: IA42

For further information or registration

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

Objectives

- Share the strategy of Schneider Electric and the ATEX solutions available
- Learn the basics of the ATEX directives and the relevant UK regulations affecting customers
- Understand the classification of ATEX approved products
- Learn how to select a product in response to customer requirements

Content

- Why explosion risks exist
- The benefits of our ATEX offer
- Key features, benefits and unique selling points
- Sales tools and literature; what is available and how to use it effectively

A mix of our Industrial Control and Automation products will feature in this course

Training and teaching method

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