

Analytical Products and Solutions (PGC) - Sales Training and Workshop (SC-APS-PGC)

Kurzbeschreibung

Sales Training and Workshop

Ziele

The participant will learn and practice to be a successful Sales Person for Process GCs (Process Gas Chromatographs): Acquire opportunities, work on RFQ, consult the customer, close the sale and support customer.

Knowledge

- Identify opportunities
- Customers and applications
- RFQ evaluation, understanding of customer needs and clarification with customer
- GC in the real world – How to choose the right analyzer
- How to prepare an offer using GC configurator
- Consult and offer service and spares for installed analyzer base or new installations
- Siemens support and processes for sales work
- Ability to prepare competitive and advanced solutions as well as to discuss individual benefits with customer
- Participant is practiced consulting the customer and using arguments to sell the optimal analyzer.

Zielgruppe

New Process Analytics sales personnel from Siemens, designated partners and Solution Partners

Inhalte

Introduction into the key technologies of PD PA AP under the following aspects:

- Portfolio
- Product details
- Applications
- Customer benefits & Sales arguments
- Main competitors
- Process toolbox for AP Sales

The workshop includes

- The whole GC product portfolio is covered: Maxum ed. II, Maxum Modular Oven
- In small groups of participants the typical sales work is practiced. Learning by doing.
- Real projects with applications in power, steel, cement, chemical, petrochemical, O&G and others
- Check, verify and discuss customer's specifications and RFQ from technical view. Understand requirements of customer
- Prepare an offer for products and spares with existing tools
- How to find cost effective solutions which fulfil customer needs.
- Consult the customer and discuss with him the benefits of options.

Teilnahmevoraussetzung

Basic knowledge of Process Analytics
PIA Portal, access with prices (if available)

Hinweise

none

Typ

Präsenztraining

Dauer

5 Tage

Sprache

en