

Sales Training for OEM and Body Builders

Seminar objective

You are selling and installing ROTZLER winches and would now like to receive marketing-oriented and deeper sales training.

You would like to be able to consult your customers better in selection and handling of the winch and the right accessories.

Target Group

Sales Persons involved in the marketing, offering and selling of ROTZLER winches.

OEM's installing ROTZLER TREIBMATIC TR 030 / TR 080 or HZ 051 / HZ 090 winches in their vehicles.

You are acquainted with OEM truck guidelines (to fitting bodies) and ROTZLER (to install winches) by many contracts in the past.

Benefits

You become familiar with handling of a ROTZLER winch (TREIBMATIC or HZ) and are able to better consult customers.

You also receive an introduction into the operating manual and handling of ROTZLER winches.

Content focuses and learning objectives (suggestion)

- Overview of the rope winch unit
- Operating manual, service manual and spare parts list
- Wire rope: proper handling and avoiding of rope damage
- What rope length must be chosen for what application?
- Operating unit and emergency operating unit
- Sensors and monitoring switches
- How are simple status messages recognized correctly?
- Accessories, e.g. pull forward and back, snatch block, radio, etc.
- Subjects of the participants, questions and answers

Performances and contributions of the participant

- Desirable: a removed winch is present
- Desirable: Vehicle ready for inspection and road licensing
- Fixed point that can hold the multiple winch pulling force
- Second fixed point for securing the vehicle to be inspected
- Securing devices at the vehicle to be tested
- Sling gear and pulling force indicator
- Training room with projector and workshop environment with pit

Appointment

by agreement

time required ca. 2 - 4 hours

Venue

at customers premise
(alternatively at Steinen)

Attendance

minimum 2 / maximum 8
participants