

Training Center Sales

2023 Offerings

Web-Based-Training:

- Three module training plus assessments¹ on
 - Product Fundamentals
 - Application & Installation
 - Electrical Engineering

Instructor-Lead-Training:

- Basic Sales Training
 - Focus on TCG Products and Solutions
 - Mannheim Engine and Generating Sets Features
 - USPs, Competition Overview
 - Power Plant Engineering, Layout for Mannheim Products, Components, Documentation
 - Electrical Engineering, Control Systems TEM and TPEM, Switchgear, Operation Modes
 - Life Cycle Cost and Value Proposition
 - Mannheim Plant Tour
- Advanced Sales Workshop
 - Focus on Sales Best Practices
 - Mannheim Product Design Principles
 - Competition Overview
 - Sales Techniques, Sales Models, Case Studies

For dates, registrations and any requests please contact us as stated below.

¹ Mandatory technical qualification for AISTO XT users