

AE Sales Training 2024

revision 020524

Day1*Business overview/Products/Applications/Competition*

Introduction	8:00 AM	8:15 AM	0:15	W.Weyschenk
AE Business Overview	8:15 AM	8:45 AM	0:30	D.Cameron
Value Selling	8:45 AM	9:15 AM	0:30	D.Cameron
Break	9:15 AM	9:30 AM	0:15	
Product Overview (G1)	9:30 AM	10:30 AM	1:00	D. Boeldt/E.Polzin/J.Ocampo
ctrlX Overview	10:30 AM	12:00 PM	1:30	D. Boeldt/E.Polzin/J.Ocampo
Lunch	12:00 PM	12:45 PM	0:45	
ctrlX Demonstration - FotF room	12:45 PM	1:45 PM	1:00	D. Boeldt/E.Polzin/J.Ocampo
Markets and Solutions	1:45 PM	2:45 PM	1:00	R.Opper/J. Hulman
Break	2:45 PM	3:00 PM	0:15	
Competitive Success Stories	3:00 PM	4:00 PM	1:00	R.Opper/J. Hulman
AE Strengths/Competition Overview	4:00 PM	4:30 PM	0:30	D. Boeldt/E.Polzin/J.Ocampo
High Speed Smart Conveyance	4:30 PM	5:30 PM	1:00	D. Barrera
Dinner outing	6:00 PM	8:00 PM	2:00	Incontro A Tavola

Day 2*Service Overview/Sales Tools/plant tour and demos*

Service Overview	8:00 AM	9:00 AM	1:00	J. Gaddum
IndraSize Workshop	9:00 AM	11:00 AM	2:00	S.Suleman
Break	11:00 AM	11:15 AM	0:15	
SOS Workshop	11:15 AM	12:30 PM	1:15	J.Reyes
Lunch	12:30 PM	1:15 PM	0:45	
ctrlX Configurator Workshop	1:15 PM	2:00 PM	0:45	M.Tegethoff
myRexroth overview	2:00 PM	2:30 PM	0:30	M.Tegethoff
Break	2:30 PM	2:45 PM	0:15	
Plant Tour/Lab/FotF Tour/CIC	2:45 PM	4:45 PM	2:00	PM's/Apps/CPG

Session dates

3/19-3/20

6/11-6/12

9/24-9/25