

Rep Sales Training



COURSE OVERVIEW

The Rep Sales course is a 2-day introduction and sales program for the Residential /Light Commercial and VRV (Variable Refrigerant Volume)Daikin product.

COURSE INFORMATION

Duration: 2 Days
 Location: Daikin Training Center or other Daikin Approved facility

TARGET AUDIENCE

Reps or individuals selling Daikin VRV, Inverter, One-to-One Systems and Multi-Split Residential A/C systems who has basic understanding of the Daikin Technology and will be selling single & three phase, 230 & 460 volt product. The full 2-day course is focused towards the Light Commercial sales person who will be selling projects to architects, consultants and engineers. This is NOT a service oriented course, but is a sales course to help understand light commercial Daikin VRV and Inverter technology. It will also assist in better understanding who and how to involve Daikin service and application assistance.

RECOMMENDED PREREQUISITE

None, this is an introductory level course.

CLASS SIZE

Class sizes are limited to 10 students.

Materials Provided

All necessary job aids.

COURSE OBJECTIVES

- Intro to Daikin
- Basic HVAC
- Daikin Product
- RA, QA, Sky Air and some basic VRVIII-S knowledge
- Intro to Daikin Installation
- Intro to Daikin Controls
- Intro to Daikin Service & Customer Service Support
 - Sales & Customer Service
 - Service
 - Application
- Selling Styles
 - D E A L Buying Styles
 - Direct
 - Expressive
 - Amiable
 - Logical -Analytical
- Daikin Difference
- Competitive Difference – (60 minutes)
 - How to Counter Objections
- How to Combine it All