

TRAINING PROGRAM TECHNICAL AND SALES TRAINING

GAIN THE COMPETENCE
YOU NEED TO PROPOSE
YOUR CUSTOMER THE BEST
SOLUTION FOR THEIR
INSTALLATION NEEDS



DONATI'S TRAINING HELPS YOU SUCCEED BY BUILDING YOUR COMPETENCES

Knowledge and competence on the product, allows you to be more confident in presenting it to your customers and to identify the best solution to perfectly fit your customer's needs.

Highly qualified and experienced Donati staff members will give your staff the knowledge and competence to present, promote and correctly identify the best solution to fit your customer's needs.

Donati's Technical & Sales trainings are divided in 2 modules covering Jib Cranes with Electric Rope Hoist and Crane Kits with Electrical Rope Hoist, allowing our trainers to go deeper in details on both technical and sales aspects of the products, with the advantage of making trainings easy to adapt to your individual needs.

Our trainings help you to gain the competence you need!



ELECTRIC CHAIN HOIST AND JIB CRANE MODULE:

A detailed and comprehensive training course focusing on the technical and commercial aspects of individual products with insights into the technical aspects related to the correct combination of the two to deliver a top solution for your customers. The course will give you the knowledge and competence you need to identify the best solution to perfectly fit your customer's needs.

Elements of the course:

- ▶ Technical background on the use and application limits of standard solutions
- ▶ Detailed technical and commercial notions on Electric Chain Hoist and Jib Cranes
- ▶ Making a correct technical choice and product sizing
- ▶ Customized solutions - Jib Cranes and Chain Hoists - examples of realizations.
- ▶ Special Application - Hoists for lighting towers
- ▶ Introduction to Donati's Leonardo Product Configurator

Type: Online web training

Duration: 4 hours.

Easy access to your trainings:

Upon registration all participants will receive a communication with a link to connect and follow the training.

Participants will be asked to actively be involved in the training session by sharing real life examples and asking questions.

Discover all the available dates of the training module Electric Chain Hoist and Jib Cranes, complete the online form and simply register.

Each participant who successfully complete the training course will receive a completion certificate.

ELECTRIC WIRE ROPE HOIST AND CRANE KIT MODULE:

A detailed and comprehensive training course focusing on the technical and commercial aspects of individual products with insights into the technical aspects related to the correct combination of the two to deliver a top solution for your customers. The course will give you the knowledge and competence you need to identify the best solution to perfectly fit your customer's needs.

Elements of the course:

- ▶ Technical background on the use and application limits of standard solutions
- ▶ Detailed technical and commercial notions on Electric Wire Rope Hoist and Crane Kits
- ▶ Making a correct technical choice and product sizing
- ▶ Customized solutions and special solutions - examples of realizations
- ▶ Introduction to Donati's Leonardo Crane Set Configurator

Type: Online web training

Duration: 4 hours.

Easy access to your trainings:

Upon registration all participants will receive a communication with a link to connect and follow the training.

Participants will be asked to actively be involved in the training session by sharing real life examples and asking questions.

Discover all the available dates of the training module Electric Chain Hoist and Jib Cranes, complete the online form and simply register.

Each participant who successfully complete the training course will receive a completion certificate.



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