

# Product Manager Training

Once again, Prolyte Asia Pacific organized for all their Austral/Asian dealers and distributors the two day Product Manager training.

Over 16 attendees showed up for the training course, which provided technical knowledge on the complete truss range, Stage DEX systems and the Prolyft chain hoists and controller range. Marc Hendriks, Project Manager of Prolyte, Holland was present to explain the technical ins and outs of the Prolyte Products, whereby Menze van der Sluis, of Prolyte Asia Pacific, gave extensive product information.

This 2nd training was well attended with a total of 16 existing and newly appointed product managers from Australia, Philippines, New Zealand, India, Korea, Thailand and Malaysia. The product information's on theory and practical issue's was overall received as extensive, but very useful by the attendees.



Following one and a half day of theoretical information about existing and new and updated products, every attendees was asked to “prepare” two quotation for a potential customer in order to use the obtained information for a “real” offer. “This method has proven it’s purpose, and we do use it with all these trainings” commented Marc Hendriks. “Through the outcome of this quote test, we get insight information about certain area’s which might need further explanation, and enable us to provide tailor made information with high practical value”.

Overall this training proved once again that these kind of activities are very important in order to provide quick and adequate service on a local level through our sales network. As the entertainment industry is growing fast, the need for reliable information without delay, becomes more and more a necessity.

