

Commercial Training with Record Direct



Lee and Katie, two enthusiastic young employees from J. Manny, recently attended our Commercial Training for Swing and Sliding Automatic Doors, held by Kevin McCann, National Training Manager for Record Direct.

In addition to covering the fundamentals of Record products, this 2-hour course also addressed topics such as the importance of automatic doors, the functionality of the equipment, identifying sales opportunities, managing inquiries, customer questioning, and conducting site surveys.

Kevin McCann commented "It was an incredibly enjoyable session with two intelligent and vibrant young people who showed a real desire to get on in life. Their enthusiasm for learning about what can be quite a dry subject was great to see.

I was left in no doubt that, if they continue with this enthusiasm that they will become trusted, knowledgeable advisors and valuable assets to the industry"



"We've gained experience and information that will help us in our day-to-day work, but more importantly empower us to serve our customers' needs more quickly and accurately.

It was an enjoyable course which we'd definitely recommend attending"

Lee and Katie
J Manny