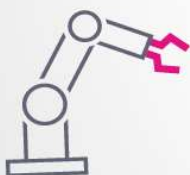




RECA Group Conference 2023

Station *e/VIS*



www.reca.com





RECA Group
Conference 2023

eIVIS – A real gamechanger!

Small system with great potential for sales

Why actually eVIS?

10 reasons why it's worth it working with eVIS



Our eVIS



TOP TEN Highlights

Fit with eVIS

Effective training as the key to success

- eVIS offers us a wide range of functions for sales work
 - Only if we know these functions, we can use the system extensively
 - Added value in working with eVIS must be apparent, only then I will use the system
- The implementation of eVIS opens up a completely new way of working in sales
 - Not only a system training
- Leaders/Managers are the coaches and role models
 - Functions must be known, so that the handling can be observed during the co-travel and feedback can be given to the ADM



eVIS from day 1 as an integral part of the job training




Managers as important Key Users



Create AHA moments & make benefits recognizable

Fit with eVIS

Criteria for successful learning with eVIS



Always present
functions with
practical
relevance

Procedure:
1. function is
presented
2. participants may
test themselves



Many exercises &
interactions in
workshops
Test system

eVIS integrated in
all other seminars
Repetition

News & Fresh Up on
small learning
nuggets

Fit with eVIS

Training portfolio

Basic knowledge eVIS

- Settings
- General setup
- Day tour & tour planning
- Catalog work & product pages
- Interactive functions
- Customer data
- Shopping cart & prices
- Filter options in eVIS
- Item consumption
- Detailed search
- Guided access
- Pre- and post-visit preparation

Strategic work

- Strategic visit pre- and post-visit preparation
- Data maintenance in eVIS
- Tools for customer analysis and data evaluation
- Development of a guide for customer analysis
- Elaboration of a customer based on the strategic plan
- Additional positions through the use of eVIS

Sales training with eVIS

- Use of eVIS during the individual phases of the sales conversation
- Interactive new customer tile
- Lead negotiations
price editor, price quantity scale
- Elaborate feature / advantage / benefit with the help of eVIS
- Selling with the iPad – sales communication

eVIS as a management tool

- Background knowledge about eVIS
- Tour planning
- Tour check
- eVIS during the co-travel
- My role as regional sales manager
- Dealing with resistance
- Checklists, co-trip protocols



new functionalities

eVIS – Continuous focus

repetition

consistent standards



Fit with eVIS

We say thank you!



Thank you for
listening!



Do you have
questions or are
there any open
topics?



Feel free to
contact us!

Station eVIS

That's us – Our contact information



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