



From experience, innovation

9th/10th May 2016

WORKSHOP 2016

New sales opportunity OBER S.p.A.

c/o

RELAIS VILLA VALFIORE ****

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For registration send a mail to Iragionieri@ober.it / emontalegni@ober.it

PROGRAM

Monday 9th May

14.00-14.15 *Opening*

14.15-15.15 **New sales opportunity by new products**
Leonardo Ragionieri (Sales manager Ober)

15.15-16.15 **The new product technologies**
Marcello Franchi (Technical manager Ober)

16.15-16.45 **Sales support through communication**
Alessio Cardin (Marketing consultant)

16.45-17.00 *Break*

17.00-17.45 **Promotions to sales**
Leonardo Ragionieri (Sales manager Ober)

20.00 **Dinner** (informal clothing)

Tuesday 10th May

8.45-9.00 *Transfer to OBER from Villa Valfiore*

9.00-11.15 **Practical demonstration and testing of new products**
Ober show-room

11.15-11.25 *Break*

11.30-12.30 **Feed-back for the commercial launch**

12.30-12.45 *Transfer to Villa Valfiore from OBER*

12.45-14.00 *Lunch*

14.15-15.15 **New customer opportunity**
Anita Peserico (Marketing consultant)

15.15-16.00 **Company development**
Enrico Montalegni (CEO Ober)

16.00 **B2B Meeting**