

Training Recaps: Maintenance Sales and Operations Coordinator Trainings in Pittsburgh



More than a dozen TEGG franchise employees began building the foundation for success during Maintenance Sales and Operations Coordinator Training in March at TEGG University's Pittsburgh Campus.

TEGG's Maintenance Sales Representatives need to use several tools to be successful in their sales positions, which eight participants learned about during Maintenance Sales Training from June 4-8.

The four-day course gives an overview of how to successfully use a variety of tools, including the IS2 presentation, the ESA Report and TEGGPro, PSE, and Electrical Apparatus and Test Technology. It also includes an overview of Consultative and Human Relations, marketing and prospecting, conducting E-Calls, a Flak Pak Review, video sales roleplays, TEGGPro training, Contact Manager, Pricing, Agreement and Reports, CBA and the Solutions Binder.

The participants included:

- **Robin Francisco** of O'Connell Electric Company
- **Brian Gillespie** of Lippolis Electric, Inc.
- **Beau Leitner** of Doyle Electric, Inc.
- **Vanessa Mazzilli** of Bana Electric
- **Daltren Robertson** of Doyle Electric, Inc.
- **Katie Seech** of ABM Franchising Group
- **Brook Tegas** of O'Connell Electric Co.
- **Joshua Velte** of Bopat Electric Co., Inc.

Maintenance Sales Training (SALE3101) will be offered September 17-21 and November 5-9 at TEGG University's Pittsburgh campus.

TEGG University also hosted Operations Coordinator Training from June 6-8.

The three-day training offers a comprehensive overview of the position's responsibilities and functions, as well as the start-up and renewal processes, the TEGG Business Model, registering guaranteed programs and the C.A.R.E. program. It provides participants with an overview of TEGGPro, including user management, job tasking, attaching images, creating and packaging ESAs, TEGGPro View, and documenting, auditing and editing site visits.

The participants included:

- **Shaina Benard** of Elm Electric, Inc.
- **Cathy Cimino** of Doyle Electric, Inc.
- **Lindsay Driggers** of Bopat Electric Co., Inc.
- **Robin Francisco** of O'Connell Electric Co.
- **Michele Orellana** of Humphrey & Associates
- **David Rath** of O'Connell Electric Co.
- **Brooke Tegas** of O'Connell Electric Co.
- **Danielle Stalter** of Bana Electric Corp.

Operations Coordinator Training (OPS 3202) will be offered September 19-21 and November 7-9 at TEGG University's Pittsburgh campus.

For more information on upcoming courses, please view TEGG University's [Training Schedule](#), or visit [TEGG University](#).



TEGG®

Training Recaps

TEGG University offers about [80 job-specific, leadership, and management training courses](#), both on-site and online. It also offers [Associate Degree and five Bachelor Degree programs](#).

In addition to courses and degree programs, TEGG University also offers an [Executive Education](#) program, online [Skillport Learning](#), [Battle Staff Rides](#), [Customer Service Certification](#), [NICET Certification](#), monthly [Department Summit webinars](#), and technical training through the [AVO Training Institute](#).

For more information on enrolling in TEGG University courses or degree programs, or training programs, contact ABM Franchising Group's Manager of Education and Training, [Kristin Wissinger](#).

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