

This training will enable you to answer to RFQs from PSA Peugeot-Citroën. It will optimize your chances of success due to the quality of your documents and enrich your business experience.

1 day

Target groups:

- Technical Department
- Project Managers
- Junior Sales, Sales Engineers, Key Account Managers

Objectives and Results :

- ✓ Understand characteristics of an RFQ in the automotive industry particularly from PSA
- ✓ Know how to organize your business in order to prepare an exhaustive and timely answer
- ✓ Save time on your next RFQs
- ✓ Have a tool box helping you to win new business

Requirements :

- Experience in the automotive industry

Your trainer :

- Training is conducted by a PSA Peugeot-Citroën project management expert.

Content and methodology of training:

- Phase 1: Definition of an RFQ
- Phase 2: Necessary conditions to receive an RFQ from PSA Peugeot-Citroën
- Phase 3: Reception of an RFQ - Input data and analysis
- Phase 4: Prepare the proposal: mandatory documents
- Phase 5: Answer to RFQ
- Phase 6: Key success factors
- Phase 7: Conclusion and Wrap up

Each phase of the training is driven by SNECI's pedagogical method. During a case study each participant will receive an RFQ package. Through concrete examples, participants will understand expectations of PSA Peugeot-Citroën and will be able to properly structure the response document. Participants will also benefit from exchanges with other participants. Our method also leaves time for individual reflection, allowing each participant to develop an action plan to be implemented after the training and to enrich commercial know-how.

For more information: <http://www.sneci.com/formations-sneci>

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