

Project Management Training for Dealer Staff Starts Mid-September

There are still open seats for the Fall 2019 term of Solomon Coyle's Project Management Training for Dealer Staff. Customized courses are offered for Allsteel, Haworth, Herman Miller, Knoll and Steelcase dealers, each endorsed by the respective manufacturer.

Course schedules, curriculum details, and online enrollment are available as follows:

Allsteel dealers

Haworth dealers

Herman Miller dealers

Knoll dealers

Steelcase dealers

Equipping dealer staff to deliver the full profit potential of every project they execute is the focus of this instructor-led online program. Beyond margin protection, the course addresses common dealer goals for professional development, revenue growth, and customer satisfaction.

Solomon Coyle delivers the training through 10 instructional webinars plus support materials and proven work tools. The webinars run 75–90 minutes each.

Targeted outcomes include fewer costly errors; a better and enforceable scope of work; PMs who know how to actively manage the project, the client, and the contract; and positive customer experience with good potential for repeat and referral business.

The course instructor, Scott Jamison, offers an immersive, insider perspective on how to coordinate efforts throughout the dealership to limit and eliminate margin erosion. Jamison is a specialist in operations, logistics and service sales, a seasoned furniture project manager, and often the team lead for Solomon Coyle's operational consulting engagements.

In selecting participants, dealers are encouraged to prioritize the training needs of new and developing project managers, then aim for a good cross-section of departmental staff. Our multidisciplinary approach enables people from every functional area to cooperate in protecting dealer profitability. In addition to Project Management, past Project Management Training for Dealer Staff attendees have represented a variety of disciplines including:

- Client Experience
- Workplace Strategy

Learn how we can help you.

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- Sales
- New Business Development
- Sales Coordination
- Design
- Design Management
- Account Management
- Project Coordination
- Operations Management
- Installation Management

Brief online orientations will be held September 11 and 12. The instructional webinars begin a week later. Please email your questions to support@solomoncoyle.com.

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