



## Press release

### Sales conference 2017 – empowering ebm-papst A&NZ staff

Across March 29th and 30th 2017, the biannual sales conference for ebm-papst technical and sales staff was held at the subsidiary's head office in Melbourne's West.

Twice a year, all technical and sales staff get together for a two-day training meeting. It aims to bring to life one of the company's five core values, empowerment. The goal of these sales conferences is to enable staff to develop a deep understanding of ebm-papst products and associated engineering technology, investigate current and future market trends, and to empower and increase the capacity of sales and technical staff alike. Beyond this, it is an opportunity for staff to reconnect and develop positive relationships between offices, which are located in Melbourne, Sydney and Auckland.

The first sales conference for this year focused on expanding attendees' technical knowledge with regard to EC technology and controls integration, and further developing the delivery of excellent customer service. A workshop held by Jacqui Bell, Director of Australia Programs at Engineers Without Borders, taught the team more about human-centered design and empathy mapping. Through hands-on training sessions, discussions, and presentations staff gained valuable knowledge and insights which will assist them to better serve their customers.

ebm-papst prides itself on providing the highest standard of technical, quality, and professional service to our customers. Bi-annual sales conferences, in which all sales and technical staff connect and empower one another, assist the team in continually working towards the next level in quality and innovation.

**Press contact:**  
**Andy Sondalini**  
Marketing Intern

ebm-papst A&NZ Pty Ltd  
10 Oxford Road  
Laverton North VIC 3026  
Australia

Phone: +61 3 9360 6400

Fax: +61 3 9360 6464

[andy\\_sondalini@au.ebmpapst.com](mailto:andy_sondalini@au.ebmpapst.com)

<http://www.ebmpapst.com.au>

[facebook.com/ebmpapstANZ](https://facebook.com/ebmpapstANZ)

[twitter.com/ebmpapstANZ](https://twitter.com/ebmpapstANZ)

[youtube.com/ebmpapstANZ](https://youtube.com/ebmpapstANZ)

12/04/2017- Page 1 of 2



## Press release



**Figure 1: ebm-papst staff engaging in a technical workshop during the 2017 sales conference**

**Press contact:**  
**Andy Sondalini**  
Marketing Intern

ebm-papst A&NZ Pty Ltd  
10 Oxford Road  
Laverton North VIC 3026  
Australia

Phone: +61 3 9360 6400

Fax: +61 3 9360 6464

[andy.sondalini@au.ebmpapst.com](mailto:andy.sondalini@au.ebmpapst.com)

<http://www.ebmpapst.com.au>

[facebook.com/ebmpapstANZ](https://facebook.com/ebmpapstANZ)

[twitter.com/ebmpapstANZ](https://twitter.com/ebmpapstANZ)

[youtube.com/ebmpapstANZ](https://youtube.com/ebmpapstANZ)

12/04/2017- Page 2 of 2

### **About ebm-papst**

The ebm-papst Group is the world's leading manufacturer of fans and motors and is a pioneer and pacesetter for ultra-efficient EC technology. ebm-papst fans and motors are represented in many industries, including ventilation, air-conditioning and refrigeration technology, household appliances, heating engineering, in IT/telecommunications, in medical technology and in applications in automotive and commercial vehicles engineering. ebm-papst EC motor technology, and the market leader's engineering and logistics expertise will add value to your business.

Find out more about ebm-papst A&NZ on [www.ebmpapst.com.au](http://www.ebmpapst.com.au).