

David



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**OUR CONTRIBUTION CONSISTS
OF USING OUR EXPERTISE TO
FIND OUR CUSTOMERS’
SOLUTIONS**
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David is Head of Burkina Equipements Rental Department.

David spends time meeting his customers on a daily basis getting to know their needs and fulfilling their expectations. David works very closely with his team so that each equipment rental contributes to the success of the customer’s job.

David says:

My mission is to make sure that customers feel appreciated and secure above all and that they remain loyal to us.

Successful customer experience for me is business led by:

Understanding needs

Helping with and advising about the choice of machine rental, taking the allocated budget and chosen use into consideration.

I find that human connections, a firm but professional handshake is very important.

By communicating directly or indirectly with my customers, i place myself at the heart of their needs, expectations or claims.