

Stéphane
"Brimming With Energy"



“**REVERSING ROLES AND PUTTING OURSELVES IN OUR CUSTOMERS’ SHOES IS CLEARLY THE BEST WAY TO UNDERSTAND THEIR POINT OF VIEW**”

STEPHANE’S TESTIMONIAL FROM JA DELMAS

Stephane, a Cat power stations and gen sets sales engineer in the Energy Manufacturing & Services BU, is completely devoted to satisfying his customers, dedicating all of his energy to them. His main concern is to reassure his customers that their operations are going well, helping them to feel: APPRECIATED, SECURE AND EFFORTLESS in accomplishing their projects.

Stephane ‘s words:

He describes his mission with passion and his strong commitment to being close to his customers advising them as long as they need:

‘I help them with their feasibility studies, I supply data and share our experience in order to design the best electricity supply solutions at the best price’.

‘Keeping in touch with my customers all day long answering their needs, keeps me busy.

‘My main mission is to be reactive meeting their needs rapidly and positively.