

March 28, 2018

Viessmann Champions “Tools for Success” at 2018 US National Sales Meeting.

The recent 2018 Viessmann US National Sales Meeting drew a national audience of Viessmann regional and territory sales managers, outside sales representatives from across the USA, technical representation from Viessmann Canada, senior leadership from corporate headquarters in Germany along with staff and management from Viessmann US.

This year’s theme, “Tools for Success”, created an exciting meeting of highly engaging, interactive and informational break-out sessions which fueled the Viessmann sales team with product training, sales training, insights into commercial and residential applications, information about the new loyalty program, overview of Building Management Systems (BMS) and residential connectivity, and competitive intelligence – all the “Tools for Success” needed to enhance Viessmann’s successful selling effort in 2018.

One of the many highlights of the National Sales Meeting was the Sales Awards Celebration Banquet, an exciting evening of peer recognition and appreciation for outstanding achievement in sales, Academy training and sales training over the previous year.



Thomas Fullerton, Viessmann US Territory Sales Manager, accepts the 2017 Viessmann US President’s Award for achievement in the “Paper Clip” sales training exercise. Also pictured: Stephen David, Armin Fleck and Michael Luz.

About Viessmann

The Viessmann Group is one of the leading international manufacturers of heating, industrial and refrigeration systems. Founded in 1917, the family business employs approximately 12,000 employees worldwide and generates 2.25 billion Euro in annual group sales.

Viessmann has a strong international outlook – it maintains 22 production companies in 11 countries, subsidiaries and representatives in 74 countries, and a total of 120 sales offices worldwide. Exports account for 54 percent of sales.

For three generations, Viessmann has been providing comfortable, efficient and environmentally-responsible heating solutions, tailored to the needs of the market. With ongoing research and development and a focus on product innovation, Viessmann has pioneered technologies that have continuously set standards and made the company into a technological innovator and pacesetter of the entire industry.