

Notes

3.3 Task of the salesperson

Salesperson tasks are divided into 3 sections:

Sales tasks

Supplementary services

Non-sales task

3.3.1 Sales tasks

Attaining customers through prospecting – Canvassing new customers

Regular contact via e-mail/ video conferencing/sms and visits

Presentation and demonstration

Handling enquiries and Objections – Provides information , answers questions and overcomes objections

Gaining information

3.3.2. Supplementary services

Customer services : The salesperson provides different services to customers such as product displays , promotion , training of sales personnel and placing advertising material and installing products

Handling of complaints : Salespeople are links between the buyer and the producer . It is the salespersons duty to ensure that the customer is kept satisfied

Handling returns and adjustments : All adjustments in documentation and accounts resulting from product defects , incorrect deliveries and returns are usually brought to the attention of the salesperson for correction

Credit applications : Salespeople also deal with documentation for credit applications and must establish the financial position of the prospective buyer beforehand

3.3.3 Non – sales tasks

Planning – Planning objectives , preparing for the presentation of sales demonstrations and daily

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JA Banks



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Siskiyou National Forest (N.F.), Quosatana/Bradford Timber Sales and Integrated Resource Projects ,1992

Defense Logistics Management System, (DLMS), Version 2.0, DoD 4000.25-M, December 1995 ,1995 *Advancing*

Development G. Mavrotas,A. Shorrocks,2007-01-05 This book reflects on current thinking in development economics and on what may happen over the next two decades As well as studying development economics in retrospect the volume explores the current debates and challenges and looks forward at the problems that affect the global capacity to achieve the Millennium Development Goals **Complexity Management in Supply Chains** Thorsten Blecker,Wolfgang Kersten,2006 Supply chains are faced with a rising complexity with manifold effects Because of the strong link between a supply chain s complexity and its efficiency supply chain complexity management becomes a major challenge of today s business management Therefore logistics and the supply chain management can play a significant role in mastering and managing complexity The new book edited by Thorsten Blecker and Wolfgang Kersten is exemplifying the current progress in complexity management Separate chapters are dedicated to clarify complexity management in transportation networks and supply chains It offers important insights of global and flexible network modelling to manage complexity complexity in supply chains developing human resource strategy performance measurement of green supply chain management complexity in transportation by means of containers and air cargos The volume written by well known experts of supply chain management from all over the world shows applicable solutions practical examples and use cases to illustrate complexity management and its application in logistics and supply chain management It presents the central perspectives for a modern complexity management in supply chains Therefore the book offers a fundamental understanding for workable complexity management concept their implementation to practitioners The book offers fundamental insights into actual problems of an general complexity management concept and their implementation to practitioners in industry logistics management service sector research and apprenticeship In addition to this it gives a valuable insight to the status of complexity management also for lecturers and students **Asymmetric Alliances and Information Systems** Karim Said,Fadia Bahri Korbi,2017-07-06 This book explores the impact of information systems on the management of North South asymmetric strategic alliances through a series of in depth case studies which analyze different types of partnerships Positioned at the heart of the value creation process the choice of information system seems to be becoming a strategic issue which should be centered not only on the organizational decisions related to the type of alliance but also the management systems of each of the partners The authors provide an understanding of the nature of this relationship between the organizational structure and the method of information system integration in asymmetric alliances The in depth analysis of strategic alliance case studies illustrates the different methods of information system integration which are themselves linked to the organisational and structural choices of the alliance These methods are characterized by information sharing and coordination mechanisms as well as the balance

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Nuclear Safety ,1980 **Logistics Engineering and Health** Hayfa Zgaya,Slim Hammadi,2016-09-13 This book presents the research that resulted from a fruitful collaboration between many CNRS research laboratories health establishments and industrialists This research contributes to the study and the development of logistical systems in particular health oriented logistical systems in order to manage and optimize physical informational and financial flows The authors examine optimization and modeling methods to facilitate decision support for the management of logistics systems in the health field including solutions to problems encountered in the management of logistics flows and the study of systems incorporating these flows In the first chapter logistics engineering is presented whilst the second chapter introduces the study of real cases of transport management crisis and warehouse management logistics systems The third chapter is devoted to the study of hospital systems and emergency services and in the fourth chapter the authors highlight the operational aspect of the hospital system thanks to an innovative modeling approach Finally mathematical and algorithmic models of scheduling and dynamic orchestration of the collaborative workflow by a multi agent system are introduced Presents innovative optimization and modeling methods to provide decision support for the management of logistics systems Provides guidance to healthcare and hospital workers who must control the flow of process issues i e patient information products equipment and the restructuring that results internally in the pooling of resources especially technical platforms Includes answers to problems encountered in the management of logistics flows and the study of systems incorporating these flows Addresses the challenges of quality and speed in an innovative approach to organizational economic technological and informational optimization The Budget of the United States Government United States,United States. Office of Management and Budget,1989 **Cities and Their Vital Systems** Advisory Committee on Technology and Society,1989 Cities and Their Vital Systems asks basic questions about the longevity utility and nature of urban infrastructures analyzes

how they grow interact and change and asks how when and at what cost they should be replaced Among the topics discussed are problems arising from increasing air travel and airport congestion the adequacy of water supplies and waste treatment the impact of new technologies on construction urban real estate values and the field of telematics the combination of computers and telecommunications that makes money machines and national newspapers possible **Computerworld**, 1985-05-13 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld's award winning Web site Computerworld.com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network **Armed Forces and Society in Europe** A. Forster, 2005-10-31 In the post Cold War era European militaries are engaged in an ongoing adaptation which is challenging relations between armed forces and the societies that they serve This book offers an innovative conceptual framework to critically evaluate contemporary civil military relations across the continent of Europe It analyzes eight key issues in armed forces and society relations to explore the scale and intensity of these changes

Advances in Production Management Systems. Cyber-Physical-Human Production Systems: Human-AI Collaboration and Beyond Hajime Mizuyama, Eiji Morinaga, Tomomi Nonaka, Toshiya Kaihara, Gregor von Cieminski, David Romero, 2025-09-27 The six volume set IFIP AICT 764 769 constitutes the refereed proceedings of the 44th IFIP WG 5.7 International Conference on Advances in Production Management Systems APMS 2025 held in Kamakura Japan from August 31st to September 4th 2025 The 227 full papers presented in these proceedings were carefully reviewed and selected from 247 submissions which cover a broad array of research and technological developments on the present and future of Cyber Physical HUMAN Production Systems They were categorized under the following topical sections Part I Human centred Work Systems for the Operator 4.0 5.0 in Manufacturing Logistics and Service Domains AI Driven Decision Support and Human AI Collaboration for Smart and Sustainable Supply Chains Digital Twins and AI for Dynamic Scheduling and Human Centric Applications Part II Smart Manufacturing Evolution Integrating AI and the Digital Twin for Human centric Circular and Collaborative Production Systems Human centered Service Engineering and Digital Transformation for Sustainable Service Industries Shaping Human Capital for Industry 5.0 Skills Knowledge and Technologies for Human centric Resilient and Sustainable Manufacturing Experiential Learning in Engineering Education Theoretical and Practical Advances in Human centric Resilient and Sustainable Supply Chain Management Maintenance and Asset Lifecycle Management for Sustainable and Human centered Production Methods and Tools for Assessing the Value of Digital Sustainable and Servitized Offerings of Manufacturing Companies Part III Digital Transformation Approaches in Production and Management Digital Technologies in Manufacturing and Logistics Exploring Digital Twin IoT and Additive Manufacturing Enhancing the Value Creation Mechanisms of Manufacturing Value Chains through Digital Platforms Circular strategies and Servitization Principles Part IV Enhancing Value Chain Resilience through Digital Technologies How Supply Chain Can React to Internal and External

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