

## **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

# Sales Management Questions Papers

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1. Understanding the eBook Sales Management Nquestions Papers
  - The Rise of Digital Reading Sales Management Nquestions Papers
  - Advantages of eBooks Over Traditional Books
2. Identifying Sales Management Nquestions Papers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Sales Management Nquestions Papers
  - User-Friendly Interface
4. Exploring eBook Recommendations from Sales Management Nquestions Papers
  - Personalized Recommendations
  - Sales Management Nquestions Papers User Reviews and Ratings
  - Sales Management Nquestions Papers and Bestseller Lists
5. Accessing Sales Management Nquestions Papers Free and Paid eBooks
  - Sales Management Nquestions Papers Public Domain eBooks
  - Sales Management Nquestions Papers eBook Subscription Services
  - Sales Management Nquestions Papers Budget-Friendly Options
6. Navigating Sales Management Nquestions Papers eBook Formats
  - ePub, PDF, MOBI, and More
  - Sales Management Nquestions Papers Compatibility with Devices
  - Sales Management Nquestions Papers Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Sales Management Nquestions Papers
  - Highlighting and Note-Taking Sales Management Nquestions Papers
  - Interactive Elements Sales Management Nquestions Papers
8. Staying Engaged with Sales Management Nquestions Papers

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Sales Management Nquestions Papers
- 9. Balancing eBooks and Physical Books Sales Management Nquestions Papers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Sales Management Nquestions Papers
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Management Nquestions Papers
  - Setting Reading Goals Sales Management Nquestions Papers
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Management Nquestions Papers
  - Fact-Checking eBook Content of Sales Management Nquestions Papers
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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