

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 N5 Assignments

Mr. Rohit Manglik



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Defense Logistics Management System, (DLMS), Version 2.0, DoD 4000.25-M, December 1995 ,1995 **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 **Computerworld** ,1991-03-18 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 *Perspective* ,1999

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