

## **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

**M Carnoy**



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web aug 2 2023 değerlendir gpon gigabit passive optical network optik fiber altyapısı üzerinden yüksek hızlı internet erişimi sağlayan bir iletişim teknolojisidir gpon pasif optik ağ pon mimarisini kullanır ve fiber optik kablolar aracılığıyla veri iletimini gerçekleştirir

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web pasif optik ağ pon tek bir optik fiberin birden fazla tesis olarak işlev görmesini sağlayan ve bir noktadan birçok noktaya giden düzeni kullanarak fiber kablo ve sinyalleri merkeze taşıyan bir ağ mimarisidir Şifreleme bu paylaşılan ortamda veri güvenliğini korur