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SALES AND MARKETING SOP

Sales and Marketing Standard Operating Procedure

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Department : Sales and Marketing
Effective Date : September 01, 2050
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Purpose

To ensure that all inquiries from clients or potential customers will be answered by the sales and marketing teams within the same day of receipt. If such information is not yet available, they shall provide a tentative date on which the information will be available.

Scope

This standard operating procedure will be applicable to sales and marketing teams which enables them to provide a timely response to a customer's inquiry or request.

Definition

Inquiry : is the act of asking about something or any kind of information.

Quotation : is a document that contains all information about the products and/or services and certain price being offered to a client with specified conditions.

Responsibility

Sales Manager & Marketing Manager

Responsible for ensuring that the sales and marketing teams are providing a timely response to the clients and adhering to all the policies under this document.

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Marketing Information Guide, 1961 *Aviation and Airline Management* Rambabu Athota, 2024-09-20 *Aviation and Airline Management University Based Syllabus* Rambabu Athota with three decades of extensive experience in the aviation industry and five years in academia bridges the gap between theoretical knowledge and real world application in this comprehensive guide His book meticulously aligns with the university syllabus for B B A Aviation courses making it an essential resource for students of aviation courses professionals as well as aviation enthusiasts Organized into seven detailed chapters each divided into five units this book covers various topics essential to understanding aviation and airline management Clear explanations current examples and detailed illustrations make complex concepts accessible Each unit concludes with model questions reinforcing learning and preparing readers for academic success *Aviation and Airline Management University Based Syllabus* equips readers with the knowledge and skills necessary to excel in their studies and future careers The book provides a solid foundation and a forward looking perspective in the ever evolving aviation industry

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