

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

Richard Scase, Robert Goffee



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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 *Farm Management* Mr. Rohit Manglik, 2024-04-29 EduGorilla Publication is a trusted name in the education sector committed to empowering learners with high quality study materials and resources Specializing in competitive exams and academic support EduGorilla provides comprehensive and well structured content tailored to meet the needs of students across various streams and levels

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web may 30 2020 both sae aisi 1020 steel and sae aisi 1117 steel are iron alloys their average alloy composition is basically identical for each property being compared the top bar is sae aisi 1020 steel and the bottom bar is sae aisi 1117 steel sae aisi 1020 s20c g10200 carbon steel sae aisi 1117 g11170 carbon steel

datasheet for steel grades carbon steel sae 1020 - Jul 08 2022

web datasheet for steel grades carbon steel sae 1020 this page is mainly introduced the sae 1020 datasheet including chemical information mechanical properties physical properties mechanical properties heat treatment and micro structure etc

sae 1020 properties chem mech rankings rev 2022 - Sep 10 2022

web nov 30 2020 ams 5054 ams 5045c sae j1397 astm a513 mt 1020 astm a512 1020 mt 1020 ams 5045 ams 5032b sae j412 afnor cc 20 ams 5032 sae j403 mil s 11310 cs 1020 astm a29 ss 1450 ams 5046 sae j414 astm a830 mil s 7952 din 1 0402 b s 070 m 20 astm a635 astm a787 mt 1020 mil s 16788 uni c 20 b s 040 a 20 astm a827 astm

c1020 1020 steel plate kloeckner metals corporation - Mar 16 2023

web 1020 steel has a tensile strength of 420 mpa and a yield strength of 350 mpa 1020 s modulus of elasticity is 205 gpa and the shear modulus is 80gpa it has high machinability good weldability and high ductility 1020 s poisson's ratio is 0.29 and the elongation at break in 50mm is 15

sae steel grades wikipedia - Oct 11 2022

web the sae steel grade system's correspondence to other alloy numbering systems such as the astm sae unified numbering system uns can be seen in cross referencing tables including the ones given below

astm a519 sae 1020 carbon steel seamless tube aisi 1020 - Apr 05 2022

web supplier of sae 1020 steel tube in all sizes and thickness check stock and updated price list of aisi 1020 seamless pipes

and astm a519 cold drawn seamless tubing

astm sae aisi 1020 carbon steel forging materials china - Aug 09 2022

web sae aisi 1020 steel properties c1020 carbon steel yield strength equivalent aisi 1020 steel is also known as c1020 steel in cold worked cold rolled and cold drawn condition 1020 carbon steel is one of the most commonly used plain carbon steels has good machinability and weldability

astm a285 grade c vs sae aisi 1020 steel makeitfrom com - Feb 15 2023

web may 30 2020 both astm a285 grade c and sae aisi 1020 steel are iron alloys their average alloy composition is basically identical there are 31 material properties with values for both materials properties with values for just one material 1 in this case are not shown

sae 1020 steel grades - Nov 12 2022

web this page cover the sae 1020 chemical element mechanical properties sae 1020 datasheet cross reference of sae 1020 steel cross reference table equivalent grade of sae 1020 grade standard country application sae nvl 1541 sae usa precipitation hardening sae nv2 1547 sae usa precipitation hardening sae nv3

1020 steel equivalent materials metal specifications - Jun 19 2023

web sep 24 2023 equivalent materials for 1020 include both domestic and international grades providing a range of options for various applications the versatility of this alloy allows for a multitude of comparison options when exploring similar steel grades

sae aisi 1020 steel properties c1020 carbon steel yield - Oct 23 2023

web aisi sae astm 1020 steel equivalent material us germany china japan iso standard aisi uns standard grade standard grade material number standard grade standard grade standard grade aisi sae astm a29 a29m 1020 g10200 ams 5032d 5045e 5046 din en 10083 2 din en 10250 2 c22e 1 1151 c22

sae 1020 equivalente astm cyberlab sutd edu sg - Mar 04 2022

web sae 1020 equivalente astm handbook for the quality assurance of metrological measurements apr 13 2020 investigation of aluminum phosphate coatings for thermal insulation of airframes feb 16 aços sae 1213 1020 1045 astm h13 recozido e temperado e liga de alumínio 2024

aisi 1020 carbon steel uns g10200 azom com - Apr 17 2023

web jun 7 2013 sae j1397 astm a513 mt 1020 astm a512 1020 mt 1020 ams 5045 ams 5032b sae j412 afnor cc 20 ams 5032 sae j403 mil s 11310 cs 1020 astm a29 ss 1450 ams 5046 sae j414 astm a830 mil s 7952 din 1 0402 b s 070 m 20 astm a635 astm a787 mt 1020 mil s 16788 uni c 20 b s 040 a 20 astm a827 astm a794 astm a108

astm a283 carbon steel vs sae aisi 1020 steel - Jan 14 2023

web may 30 2020 both astm a283 carbon steel and sae aisi 1020 steel are iron alloys there are 31 material properties with values for both materials properties with values for just one material 1 in this case are not shown for each property being compared the top bar is astm a283 carbon steel and the bottom bar is sae aisi 1020 steel

1020 aisi astm uns worldwide equivalent grades steel - Sep 22 2023

web cross reference table for steel 1020 aisi astm uns and its european equivalent c22e 1 1151 en european equivalent grade for special steel 1020 aisi astm uns c22e 1 1151 chemical composition and properties of european equivalents en for 1020 usa aisi astm uns c22e 1 1151