

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 Nquestions Papers

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Sales Management Nquestions Papers:

This book delves into Sales Management Nquestions Papers. Sales Management Nquestions Papers is a crucial topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Sales Management Nquestions Papers, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to Sales Management Nquestions Papers
- Chapter 2: Essential Elements of Sales Management Nquestions Papers
- Chapter 3: Sales Management Nquestions Papers in Everyday Life
- Chapter 4: Sales Management Nquestions Papers in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of Sales Management Nquestions Papers. The first chapter will explore what Sales Management Nquestions Papers is, why Sales Management Nquestions Papers is vital, and how to effectively learn about Sales Management Nquestions Papers.

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