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(Gavin Bosco IV)

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paperback. Book Condition: New. Ship out in 2 business day, And Fast shipping, Free Tracking number will be provided after the shipment. Paperback. Pub Date :2012-11-01 Pages: 344 Publisher: Publishing House of Electronics Industry Title: Fubu Ke department refined management series: Sales List Price: 45.00 yuan: Taking - A - Sudden Turn Press: Electronics Industry Publishing House Date: November 1, 2012 ISBN: 9787121185625 words: Pages: 344 Edition: 1 Binding: Paperback: Weight: 581 g Editor's Choice Fu Buke department refined management series: Sales Department for business managers. marketing managers. sales staff. human resources management. but also for corporate training and consulting staff. university financial management professional teachers and students to read and use. Summary Fubu Ke department refined management series: Sales from the Sales Department's organizational structure. combined with the activities of the corporate sales department. detailing Sector 9 business (sales. program management. business management. channel management. regional management. store management. customer management. information management. contract management. financial management). the meticulous management issues. The book is divided into 10 chapters. including the organizational structure provide the sales department to the enterprise management personnel. target decomposition. job responsibilities. major business workflow. performance appraisal. compensation system design. the construction of the training system. risk aversion. and problem solving 10 sector management templates. tools and examples. on this basis. and given the sales department to carry out the business needs to master the key terminology and important laws and regulations. Departmental functions of Contents Chapter 1 department organizational structure 1 1.1 2 1.1.1 functions the department task decomposition 2 1.2 3 1.2.1 Overview 200 1.1.2 functions sales channel management sales management sales program management 1.2.2 1.2.3 5 1.2 .4 sales area management 5 1.2.5 Sales Store Management the 6 1.2.6 Customer Relationship Management 7 1.2.7 Sales Information Management 800 1.2.8 Business Contract Management 9 1.2.9...



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