

SALES ORGANIZATION

Management expect sales forecasts and results to be maintained almost in real-time. Sales and marketing must therefore continually review, develop and adapt their processes in order to meet these requirements. On the other hand, the cost pressure must be taken into account. Consequently, it is essential in this area to use the resources available in the most effective way, in the right place.

What you get:

- ➔ Discovering of time consuming and not valuable efforts of the sales organization
- ➔ Optimal foundation for correct and fast decisions
- ➔ Measured foundation for review /measurement of the results resulting in useful process improvements
- ➔ Activities in your business can be conducted with an optimal focus and target
- ➔ Logically structured and comprehensive measurement for process optimization

For more information see www.multimomentanalysis.com

Typically, areas for process analysis include

- ➔ sales
- ➔ marketing & Business Development
- ➔ administration
- ➔ etc.

