	<h1>Sales Call</h1> <h2>Policies and Procedures</h2>		Document Number: 2P-SAL-12.07
	Department: F2 Logistics Philippines Inc.- Sales	Effective Date: June 05, 2017	Revision No 0

Scope

Starts with scheduling itineraries of sales, visitation and ends with encoding of reports.

Objective

- To strengthen relationship with customer by regular visitation to gain new business opportunities and referrals.

Policies

1. Sales in-charge shall visit (16) sixteen customers per week, sales call for prospect account and account visitation for existing customer.

References/ Source:

- CRM
- Sales Reports


Definition/s:

Sales Call- is the face to face meeting between sales in-charge and a customer or prospect for the purpose of generating more sales

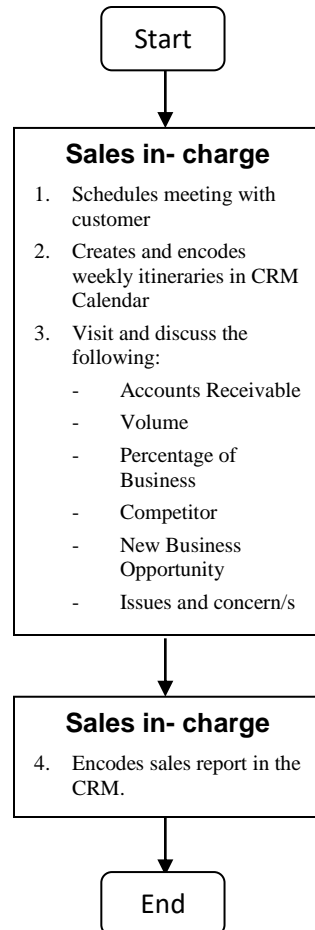
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Procedure



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