

Our Global Company

Southeast Division

Sales Team

Name:	Title:	Phone:
Jones, Tina	Exec Asst	555-4886
Marks, Phil	Sales Assoc	555-4832
North, Mary	Sales Manager	555-4834
Peters, Lester	Sr Sales Rep	555-4838
Smith, Fred	VP Southeast	555-4797
Jones, Tina	Sales Rep	555-4835

Our Global Company

Southeast Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
2	BackLeap	Murray, Pete	346	555-3921
1	BlastOn	Jessup, Sally	654	555-2813
1	DonDrel	Handley, Gladys	764	555-3028
2	ForCost	Plotts, Frieda	347	555-3925
2	GlorDan	Quinn, Gerry	342	555-3215
3	Hadlon	Renard, Jennifer	86	555-1748
2	Nebelor	Blaylock, Sid	346	555-7294
1	PlayDol	Nichols, Pam	733	555-3913

Our Global Company

Southeast Division

Marketing Initiatives

Plan:	Inception Date:	Products Affected:	Target Segment Code:	Sales:
Rebate	3/21/2003	Full Line	NC	315
Telemarketing	5/12/2003	UltraWidge	CA	196
Email List	6/23/2003	MiniWidge	TW	54
In-person Cold Calls	N/A	Full Line	CW	164

Our Global Company

Southeast Division

Sales

Rep:	Quota:	Sales:	Pct/Quota:
Anthony, Sheila	250	215	86%
Clark, Peter	250	212	85%
Holloway, Clyde	500	400	80%
Jones, Tina	450	431	96%
Williams, Brad	600	534	89%

Our Global Company

Northeast Division

Sales Team

Name:	Title:	Phone:
Anderson, Jane	Exec Asst	555-3928
Anthony, Sheila	Sales Assoc	555-3938
Clark, Peter	Sales Manager	555-3953
Holloway, Clyde	Sr Sales Rep	555-3956
Howard, Melissa	VP Northeast	555-3891
Smith, Jeff	Sales Rep	555-3945

Our Global Company

Northeast Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
1	CastorOn	Green, Mark	932	555-2813
1	CatCom, Inc.	Smith, Bill	493	555-3028
2	FrontPlane	Thomas, Mary	294	555-3921
2	Glaxo	Thompson, Rich	215	555-3913
1	GrayPane	Ulrich, Ursula	532	555-7294
3	PeriScape	Yardley, Fran	87	555-1748
3	PlanDax	Richards, Henry	132	555-3925
2	ReDux	Zardick, Ione	248	555-3215

Our Global Company

Northeast Division

Marketing Initiatives

Plan:	Inception Date:	Products Affected:	Target Segment Code:	Sales:
Rebate	3/25/2003	Full Line	NC	325
Telemarketing	5/25/2003	UltraWidge	CA	216
Email List	6/30/2003	MiniWidge	TW	93
In-person Cold Calls	N/A	Full Line	CW	153

Our Global Company

Northeast Division

Sales Data

Rep:	Quota:	Sales:	Pct/Quota:
Anthony, Sheila	650	597	92%
Clark, Peter	246	254	103%
Holloway, Clyde	435	415	95%
Jones, Tina	254	256	101%
Williams, Brad	842	850	101%

Our Global Company

Mid-west Division

Sales Team

Name:	Title:	Phone:
Jacob, Sam	Exec Asst	555-5983
Matthews, Linda	Sales Assoc	555-5968
Peters, John	Sales Manager	555-5962
Abraham, Carol	Sr Sales Rep	555-5875
Watson, Mike	VP Midwest	555-5896
Simmons, Tom	Sales Rep	555-5924

Our Global Company

Mid-west Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
2	HalTrax	Weis, Harold	345	555-3028
3	OneRoll	Rose, Mike	156	555-1748
3	RealPort	Brown, Chris	36	555-3921
2	SpelCast	Grunwald, Fran	457	555-3215
2	TransMar	Yelkey, Stan	378	555-7294
3	TrexOr	Black, Trey	165	555-2813
1	UniVal	Clampers, Ida	953	555-3913
1	UNOL	Gelb, Marilyn	842	555-3925

Our Global Company

Mid-west Division

Marketing Initiatives

Plan:	Inception Date:	Products Affected:	Target Segment Code:	Sales:
Rebate	2/12/2003	Full Line	NC	435
Telemarketing	3/5/2003	UltraWidge	CA	24
Email List	4/14/2003	MiniWidge	TW	245
In-person Cold Calls	N/A	Full Line	CW	315

Our Global Company

Mid-west Division

Sales

Rep:	Quota:	Sales:	Pct/Quota:
Anthony, Sheila	225	215	96%
Clark, Peter	145	156	108%
Holloway, Clyde	453	423	93%
Jones, Tina	135	120	89%
Williams, Brad	324	285	88%

Our Global Company

Southwest Division

Sales Team

Name:	Title:	Phone:
Collins, Jeremy	Exec Asst	555-7828
Stark, Samantha	Sales Assoc	555-7839
Merwin, Roy	Sales Manager	555-7857
Randall, Derek	Sr Sales Rep	555-7863
Sherwood, Marge	VP Southwest	555-7992
Sanders, Paul	Sales Rep	555-7849

Our Global Company

Southwest Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
2	Drennen, Inc.	Drennan, Dean	315	555-3913
3	DyLar	Pinkerton, Mark	62	555-3028
2	Frontonics	Langley, Larry	235	555-1748
3	Harlon	Treybold, Fran	156	555-3921
3	Klaxmore	Quill, Fred	153	555-7294
1	QuipLon	Wilkens, William	563	555-3215
1	UniTron	Gladstone, Lisa	631	555-2813
2	UniverSol	Hand, Mark	365	555-3925

Our Global Company

Southwest Division

Marketing Initiatives

Plan:	Inception Date:	Products Affected:	Target Segment Code:	Sales:
Rebate	1/23/2003	Full Line	NC	394
Telemarketing	2/5/2003	UltraWidge	CA	532
Email List	5/30/2003	MiniWidge	TW	13
In-person Cold Calls	N/A	Full Line	CW	256

Our Global Company

Southwest Division

Sales Team

Rep:	Quota:	Sales:	Pct/Quota:
Harroldsen, Mike	275	224	81%
Grunwald, Tim	275	190	69%
Elliston, Dan	400	326	82%
Walters, Fred	350	340	97%
Clark, Pam	500	497	99%

Our Global Company

Northwest Division

Sales Team

Name:	Title:	Phone:
Cook, Arthur	Exec Asst	555-9787
Russell, Thomas	Sales Assoc	555-9793
Meadows, Alistair	Sales Manager	555-9782
Darcy, Shaun	Sr Sales Rep	555-9765
Mason, Lionel	VP Northwest	555-9898
Matthews, Chris	Sales Rep	555-9756

Our Global Company

Northwest Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
1	TriMark Inc	Wells, John	315	555-4338
3	MagykTronics	Derby, Ally	62	555-2357
1	UniMark	Saxon, Payton	235	555-1344
2	MultiCast	Summers, Bertha	156	555-3521
2	ForEver	Wisconsin, Daniel	153	555-1798

Our Global Company
Northwest Division
Marketing Initiatives

Plan: **Inception Date:** **Products Affected:** **Target Segment Code:** **Sales:**

- Rebate
- Telemarketing
- Email List
- In-person Cold Calls

Our Global Company
Northwest Division
Sales Data

Rep:	Quota:	Sales:	Pct/Quota:
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Our Global Company

Far-west Division

Sales Team

Name:	Title:	Phone:
Moss, Caroline	Exec Asst	555-0034
Donald, Sarah	Sales Assoc	555-0039
Drew, Shayne	Sales Manager	555-0043
Addison, Maggie	Sr Sales Rep	555-0026
Jamieson, Abner	VP Far-west	555-0019
Thorne, James	Sales Rep	555-0029

Our Global Company

Far-west Division

Client List

Tier:	Firm:	Contact:	Yearly Sales:	Phone:
3	24x7	Yardley, Klaus	315	555-4338
2	ASP Electronics	Yong, Susan	62	555-2357
2	Synergy Inc	Yale, Allanah	235	555-1344
1	Ristell Sons	Cagney, Bryce	156	555-3521
3	Rudison Inc.	Berry, Cain	153	555-1798

Our Global Company
Far-west Division
Marketing Initiatives

Plan: **Inception Date:** **Products Affected:** **Target Segment Code:** **Sales:**

Rebate
Telemarketing
Email List
In-person Cold Calls

Our Global Company
Far-west Division
Sales Data

Rep:	Quota:	Sales:	Pct/Quota:
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