**Interview answers**

**What is your function within the company?**

“ I’m the manager of the sales department, contact clients, find prospects (potential clients),

Talk to finance when they have a client, send to finance and sales puts in data and then development can work on the project. “

Sales people are not very technical, so a simple functional program that is easy to understand is preferred.

**What is the main problem?**

“ We just work in word documents, and it’s inconvenient. We get a clients information and type it in, Send it to finance so they can have a credit check. If it’s good the development department can make a program for them. That all needs to be automated for every department to be up-to-date all the time. “

**How many people are going to be using the program?**

“ Three people are working in this department. They can all work on the same account. “

**Going through a few important data points in the table:**

Contact person = contact within clients company

Offer numbers = every new offer that finance produces, it would increase. It’s a unique number for every offer.

Offer status = The status of the offer, for example: “pending”

Prospect = Y/N depends on if they potentially will use their services

Next action = the next action which this company will carry out about this client.

Date of action = the date the action finds place

Sale percentage = Basically a discount

Creditworthy = feedback you get from finance

Sales should have a list that they can go to that shows them which clients have a payment arrear, so they know which client to call. Something like a note field is also required, for Sales to let other departments know the client has been called.