

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>1.Geographic, demographic, psychographic and behavioral are the four levels of segmentation that can help define your business's primary target audience.</div><div>2.By using the White space analysis is companies can evaluate their existing products, services, and markets to address unmet customer needs. The "white space" is the opportunity itself—the area where a business can innovate, expand, upsell, and cross-sell its products and services.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div>To pay close attention to first-time buyers, as many of them carry the potential to become repeat customers, lowering your overall all purchase acquisition costs and improving your profit margin. Understanding the behaviours, tastes, preferences, affinities, demographics, and psychology of first-time buyers can help marketing teams of ecommerce sites come up with cross-selling/upselling offers through personalized email</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>Properly tracking sales data is the foundation of successful sales forecasting. It helps you see which sales tactics work best and which marketing channel</div><div>Studying each deal's progress through the stages of the pipeline and examining each outcome offer insights into the sales process that are incredibly useful, not only for sales forecasting, but for improving sales overall.</div></div>	Explore AS, differentia
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>JP</div><div>1.To determine the audience</div><div>2.To collect relevant data</div><div>3.To select specific time period</div><div>4.To manage the sales pipeline</div><div>5.To track the sales data</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div>The sales forecast process is a critical business function for every company, whether you are a start-up or larger enterprise. Whatever the case, you need the right process to accurately forecast company growth and make strategic decisions. The key to successful sales forecasting is to continually improve the methods you use so that the forecasting evolves to fit the unique needs of your business.</div></div>	<div>7. BEHAVIOUR<div>BE</div><div>1.Analyze the findings</div><div>2.Identify and act on opportunities</div><div>3.Locate buying centers in existing accounts</div></div>	
Focus on J&P, tap into BE, understand RC		Focus on J&P, tap into BE, understand RC		Focus on J&P, tap into BE, understand RC

<div>3. TRIGGERS<div>TR</div><div>Customers having problems with current solution</div><div>Trying to surpass opponent companies</div><div>Learning strategies to increase business</div><div>Heavy loss in business</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>By using the Regression analysis, it will provides an in-depth, quantitative assessment of factors that might be affecting sales. It also involves calculating the relationships between variables that influence sales. Regression analysis is the most advanced level of forecasting, so it may be more difficult to run and comprehend. By using the White space analysis is companies can evaluate their existing</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>1.RPR Repeat purchase rate is the percentage of customers who make repeat purchases from your store. It is a relevant metric because it helps determine the customer loyalty and efficiency of customer retention efforts by your marketing team.</div><div>2.By Analyzing the Marketing channel profitability is the net profit that</div></div>
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