

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>Geographic, demographic, psychographic and behavioral are the four levels of segmentation that can help define business's primary target audience.</p>	<p>6. CUSTOMER CONSTRAINTS CC</p> <p>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 buyers can help marketing teams of ecommerce sites come up with cross-selling/upselling offers through personalized email marketing campaigns.</p>	<p>5. AVAILABLE SOLUTIONS AS</p> <p>Sales are analyzed by various visualization graphs by customers choice. Fieldproxy and glow websites are used for analytics.</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <ol style="list-style-type: none"> 1.To determine the customer to buy product 2.To collect relevant data 3.To select specific time period 4.To manage the sales pipeline 5.To track the sales data 	<p>9. PROBLEM ROOT CAUSE RC</p> <p>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.</p>	<p>7. BEHAVIOUR BE</p> <ol style="list-style-type: none"> 1.Analyze the findings 2.Identify and act on opportunities 3.Locate buying centers in existing accounts 4.Examine the unique selling point 5.Map white space opportunities 6.Target the new audience 	Focus on J&P, tap into BE, understand RC

<p>3. TRIGGERS TR</p> <ul style="list-style-type: none"> Customers having problems with current solution Trying to surpass opponent companies Learning strategies to increase business Heavy loss in business 	<p>10. YOUR SOLUTION SL</p> <p>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. 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. Properly tracking sales data is the foundation of successful sales forecasting. It helps you see which sales tactics work best, which sales reps sell the most, and which marketing channels drive the most growth. By analyzing the order priority and shipment details we can able to know the delivery of the particular item.</p> <p>Aggregating individual metrics for your sources - like AOV, LTV, CAC, and more - can help you determine the best channels for different use cases</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <ol style="list-style-type: none"> Customer will upload data and view result dashboard in online. Customer can view their download data in offline.
<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>Customers feel lost, frustrated and incompetent while facing sales problem. But after this customer will be happy and joy</p>		