

# INTERVIEW QUESTIONS TEMPLATE

QUESTION	RESPONSE / COMMENTS
What are the types of Sales ?	Direct Sales & Pre Sales.
What do we do with received goods?	The received goods go to the branch then it goes to the warehouse of the branch then distributed to sub stores.
On what basis are the goods distributed to the delegates ? According to the expiration date of the goods.	No goods remain in the main warehouse ..The main warehouse takes the goods from the factory and sends them to the delegates , So There is no possibility of expired goods in the store.
Who works in Pre Sales ?	Order Taker and the delivery man.
What will be with the delivery man after finishing his day?	He will have two things : the money he collected and the old collections
What does the delivery man do after finishing his day?	In the next day he goes to the stores and makes store inventory and deals with safe man and any shortfall he will pay for it
What about Sales automation ?	Sales Buzz ,It is a system for sales operations, including stores, objectives, promotions, discounts and features that facilitate the sales process for the delegate.
How is the system built ?	I need requirements from the IT employee, such as two application servers and a database server, and determine the strength of performance that I need according to the number of employees they will use, Hand-held devices for each delegate, printer, SIM card for delegate to raise and update data, and roll to print Bills, Buy the software license according to the number, whether delegates or back office.. That's the technical side.
What about the functional aspect ?	We prepare Master data.
What is this master data ?	Data about delegates, supervisors, customers, stores, business units, retail and items
Do sales reach management through the same system?	Of course, the whole process is linked together.
Are the monthly reports that reach the administration on the system?	Oh, of course, whether collections or indebtedness, KBI's, daily sales and so on.
What is the difference between cash and delayed ?	Cash: in delegate Account & Delayed: in the client Account.
Is there relation between the company and the whole saler?	The whole saler doesn't deal directly with the company, he deals with special kind of delegates
What should the client does if he can't find us?	The client shouldn't search for us, we search for clients.. There are delegates dedicated to the region
We had noticed that there is no online payment for the company, so is this difficult?	No it's just an upcoming phase, Fawry with us but not integrated with sales buzz.
What's client agreement?	How many delayed invoice per month.
What is Mobicontrol ?	It's from Soti company.. enables us to control devices and solve their problems.
Why are "Novi" products hidden?	Novi company basically separated from Egypt foods at a rate of 90 percent.

If the delegate does not put all the money in the safe and he owes a debt?	The delegate will only be able to start his new day with the exception of the branch manager
What programming languages did you use to run this system?	we bought it ready.
Is the credit limit on one client ?	Some companies do it on one delegate like Egypt foods but there are some others make it credit formula, the credit limit on the 100 delegates is 100,000 distributed on (stores - clients - previous bills ).
How to prove the visit ?	The default thing is the visit is opened on the system with no proof but we can prove it by the GPS so the visit can't be opened unless in determinant point.
Is the client zone (point) is on the system?	Yes , if there's no point the visit is not going to be opened.
Do we allow any visits off intinerary?	Yes , we only allow 5 visits.
Are the delegates forced on arranged visits ?	No , but some other companies do force them on it.
Is the handheld devices free to the delegates to use ?	No everything is locked except sales buzz , google maps and settings.
Who does the lockdown to the handheld devices ?	The it department get the devices from "manual" then the do this process after installing sales buzz then we use soti to lockdown everything except (sales buzz , google maps , settings).
Is there any problems on sales buzz ?	Yes , every couple days we find some issues for example : all of the people who works run reports at the end of the month so there's is too much pressure on the database so this reduces the efficiency so when synchronizing we find errors.
Does the database come with the software ?	Yes, they provide you with everything.
How much does this system cost	The implementation at the beginning reached 150 thousand and you pay a license for each back office user.
How much is the annual subscription for one user ?	10,000 annually.