



The Project Management Game – how brilliant are you?

Project name: brilliantCRM	Work package title: 2.2.2 Sales Force Analysis
Work package description: <p>During the sales force analysis every fact of a sales cycle is analyzed. This could be the number of customers acquired by each sales person, or the amount of sold products of each type. Therefore, it not only takes a look at the customers but also at other sales factors.</p>	
Aim of work package: <p>To be able to position the company in its sales force towards other companies.</p>	
Predecessor: Customer analysis	Successor: Process analysis
Duration: 3 days	Effort in man days (MD): 6 MD
Responsible person(s): 2 Consultants	
Additional information:	