

Summary	Description	
<b>The number of Active Export Air Shipments/month needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of Active export air shipments assigned to each Salesman across all Clients (customers)</p> <p>So: The system calculates the number of shipments assigned to every Salesman every month with the following Shipment Status = Active Freight Type = Air Transaction Type = Export</p>	1
<b>The number of Active Import Ocean Shipments/month needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of active import ocean shipments assigned to each Salesman across all Clients (customers)</p> <p>So: The system calculates the number of shipments assigned to every Salesman every month with the following Shipment Status = Active Freight Type = Ocean Transaction Type = Import</p>	2
<b>The number of Active Export Ocean Shipments/month needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of active export ocean shipments assigned to each Salesman across all Clients (customers)</p> <p>So: The system calculates the number of shipments assigned to every Salesman every month with the following Shipment Status = Active Freight Type = Ocean Transaction Type = Export</p>	3
<b>The number of Active Import Air Shipments/month needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of active import air shipments assigned to each Salesman across all Clients (customers)</p> <p>So: The system calculates the number of shipments assigned to every Salesman every month with the following Shipment Status = Active Freight Type = Air Transaction Type = Import</p>	4
<b>The number of New Shipments/month needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of new shipments assigned to each Salesman across all Clients (customers)</p> <p>So: The system calculates the number of new shipments every month assigned to every Salesman in the company (across all Clients)</p> <p>NB: New shipments are shipments that had a new system status during this month</p>	5
<b>The number of Active shipments per Week, month and year needs to be captured per Salesman</b>	<p>In order to start assessing the performance of our Salesmen We need to calculate the number of active shipments assigned to each Salesman across all Clients</p> <p>So: * The system calculates the total number of active shipments per company for every week, month and year for every Salesman in the company * Each week shows the list of active shipments * We need to show the company name for every Salesman</p> <p>NB: Active shipments are shipments that had an active system status during this week, month and year</p>	6