

Assignment 2

SALE MANAGEMENT

1. Elaborate the term and mention role and factors that effects design of sales organization.
2. Explain distributive Network mention importance of sales manager.
3. Mention all the types of sales organization structure.
4. Explain functional staff structure, geography based sale organization and committee based sales organization structure.
5. What is the importance of good relations with external departments of sales department.
6. Explain sales departments external relations.