4/3/25, 1:17 PM Hire Sales People

Hire Sales People

Nexus Inc. Quarter 6

YOUR TASK

Adjust your sales force for this quarter as needed. Make sure that you add new sales staff when new offices open up and when you introduce new brands.

DECISION TIP

Each sales office does not generate the same demand per salesperson. Offices that have a higher productivity should have more sales people. The same is true for different market segments. Examine the demand numbers under the Detailed Brand Demand Report.