

# My Role in Business Development

- 1 Sales strategy development
  - 2 Client acquisition and retention
  - 3 Market research
  - 4 Collaboration with distributors and partners
  - 5 Preparing proposals and handling client requirement
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# Understanding Joan

## Product Overview

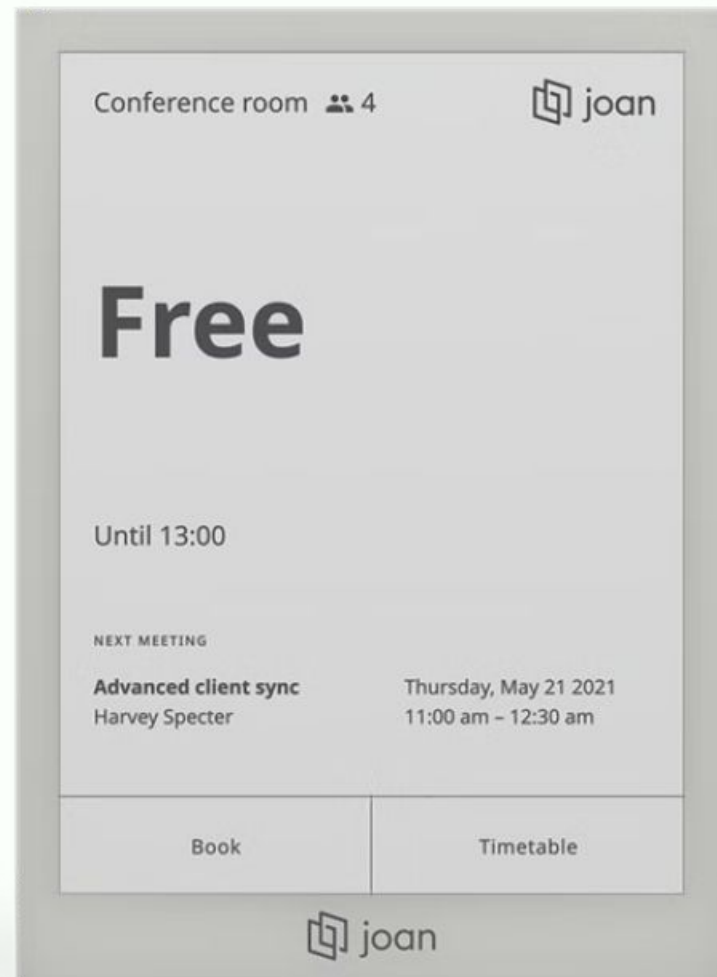
Wireless, portable workplace management solution

Uses E-Ink technology for energy efficiency

Seamless integration with major calendar platforms

## Use Cases:

- Meeting room scheduling
- Asset booking
- Visitor management system
- Digital signage
- Real-time analytics



# E-Ink Technology: Science Behind It

## What is E-Ink?

Electronic paper technology mimicking traditional ink

## How it works:

- Uses microcapsules filled with black and white particles
- Electrophoresis moves particles to create images
- No continuous power required

## Advantages:

- High readability
- Energy-efficient
- Eco-friendly
- Low eye strain

