# Sales Interview

**Vragen**

1. What is your function in the company?

I’m the manager of sales

1. How do you attract customers?

Random mailing

1. Could you tell us more about the sales department?

What we do is when we attract customers, we put them in our database (word table). We put them in a prospect. As long as our customer is a prospect, they aren’t a customer yet. As soon as the prospect order, they are a customer.

1. How is the communication with the other departments?

We call and/or e-mail the others, if a customer comes in.

1. About The word table you use on your department, if someone makes a change, is that then also updated with the other workers?

Only for the sales department. If the sales department change something, the other departments won’t see it updated. Just for the three of us.

1. You told me in your email that if someone is sick everything goes wrong, how would you improve this?

Well, we hope that if there’s only one database, then everyone in our department can also pick it up. Example like when one person is sick, my colleagues can also modify changes.

1. Do you have any wishes for our application

First of all, the customer information. But besides that, we also want to make more appointments for one customer. Like some sort of calendar. We want to pick out the date, not type it in.

1. Do you want that everyone will get separate logins on your department?

Separate.

1. Is there anything else we overlooked or is there something that you can still complete?

Notes:

That the zip-code will be checked. There’s no junk in the fields. The telephone number should be 10 numbers, so you can’t enter letters. If a company is added, at least the first few fields should be in there before saving.

If a customer hasn’t paid their enforces, we should be alerted.