# Sales Interview

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| Aanwezigen: | Slawek Pelka | Daniel van Bavel | Mike Oerlemans |
| Lokaal: | 330 | | |
| Tijd: | 16:00 | | |
| Datum: | 08-09-2014 | | |

Hello, my name is Daniel van Bavel and these are my colleagues Mike and Slawek.

We are the developers hired by this company and we were asked to make an application that will enhance communication here. For that we need to ask you some questions regarding that.

But first of all, is it alright if my colleague takes notes during this interview?

**Vragen**

1. What is your function in the company, and can you tell us something about it?

1. Which functions does the sales department need/want in the application
2. In the email you’ve send to us is a table with bold words and none bold words. Can you tell us more about that?
3. How do you attract customers?
4. Could you tell us more about the sales department?
5. How is the communication with the other departments?
6. About The word table you use on your department, if someone makes a change, is that then also updated with the other workers?
7. You told me in your email that if someone is sick everything goes wrong, how would you improve this?
8. Do you have any wishes for our application
9. Do you want that everyone will get separate logins on your department?
10. Is there anything else we overlooked or is there something that you can still complete?

Notes (answers):

The head of sales department. Trying to get many new customers. New contracts.

Sent out mailing, new programs, sometimes we hear from people that they need a new application.

They’re with 3 people who all want 1 account for their own. So there need to be 3 sales accounts for the application.

Bold fields are for all departments. Normal (not bold) ones are just for the sales department.

The required functions for sales are to add, edit and remove customers.

Every phone number needs to be checked. And has a max of 10 numbers. The zip code field can only contain 4 numbers and 2 letters. Otherwhise the system will return an error which says the input isn’t valid.

All date fields should be a calendar item. So you can pick the date.

Prospect must be financially validated before the programmers can start making the application.

Communication goes by phone and/or mail.

At the moment when someone is ill the other colleagues don’t know much about the information about their customers. So we need a central database which can be accessed by all the departments.