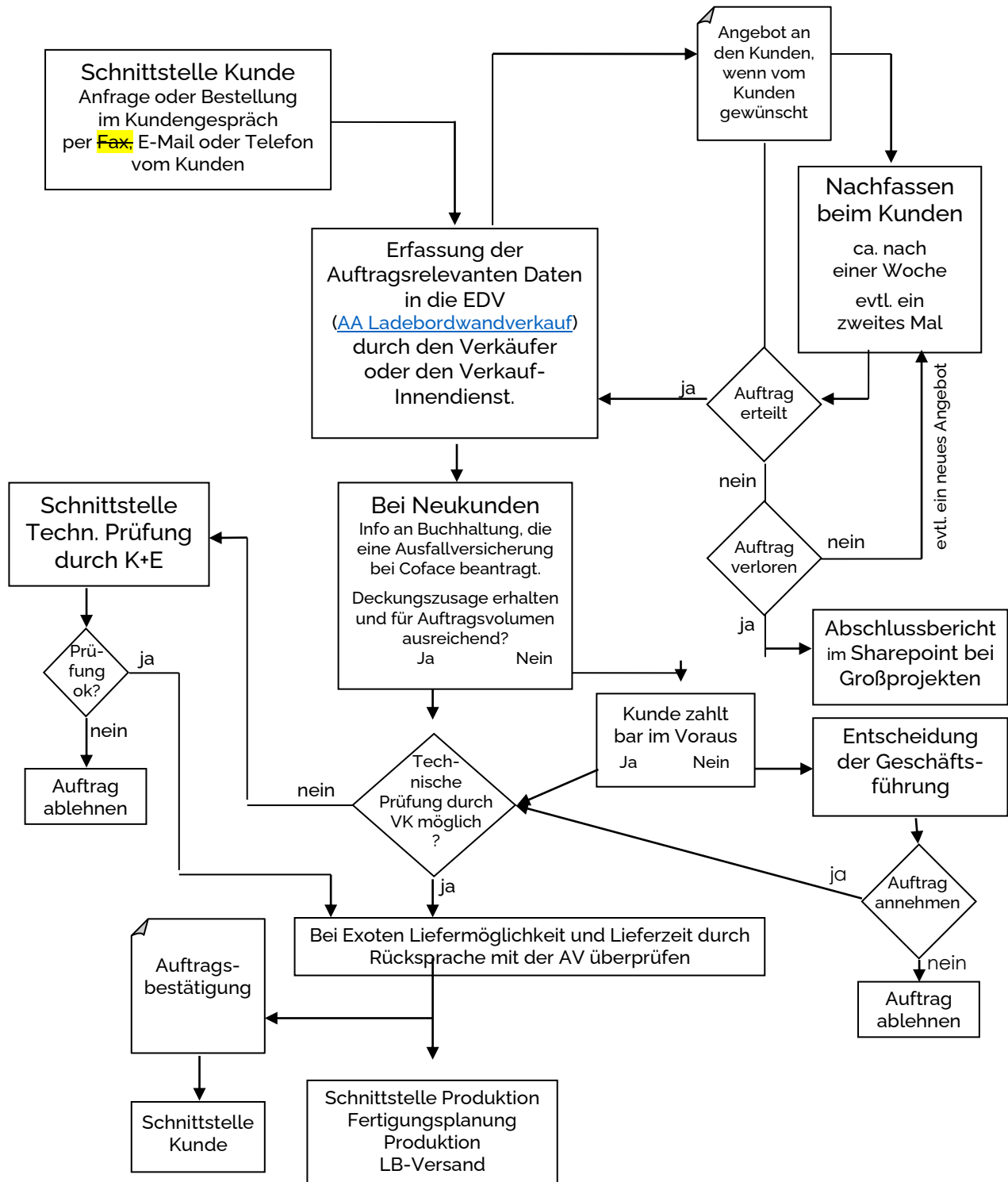


 SÖRENSEN Uplifting performance.	Qualitätsmanagement - Dokumentation	Seite: 1 von 3 Revision: 2 Abt.: LBVK, K+E, BU, AV
Prozess Ladebordwand-Verkauf	Prozessbeschreibung Ladebordwand-Verkauf	gültig ab: 20.11.2025

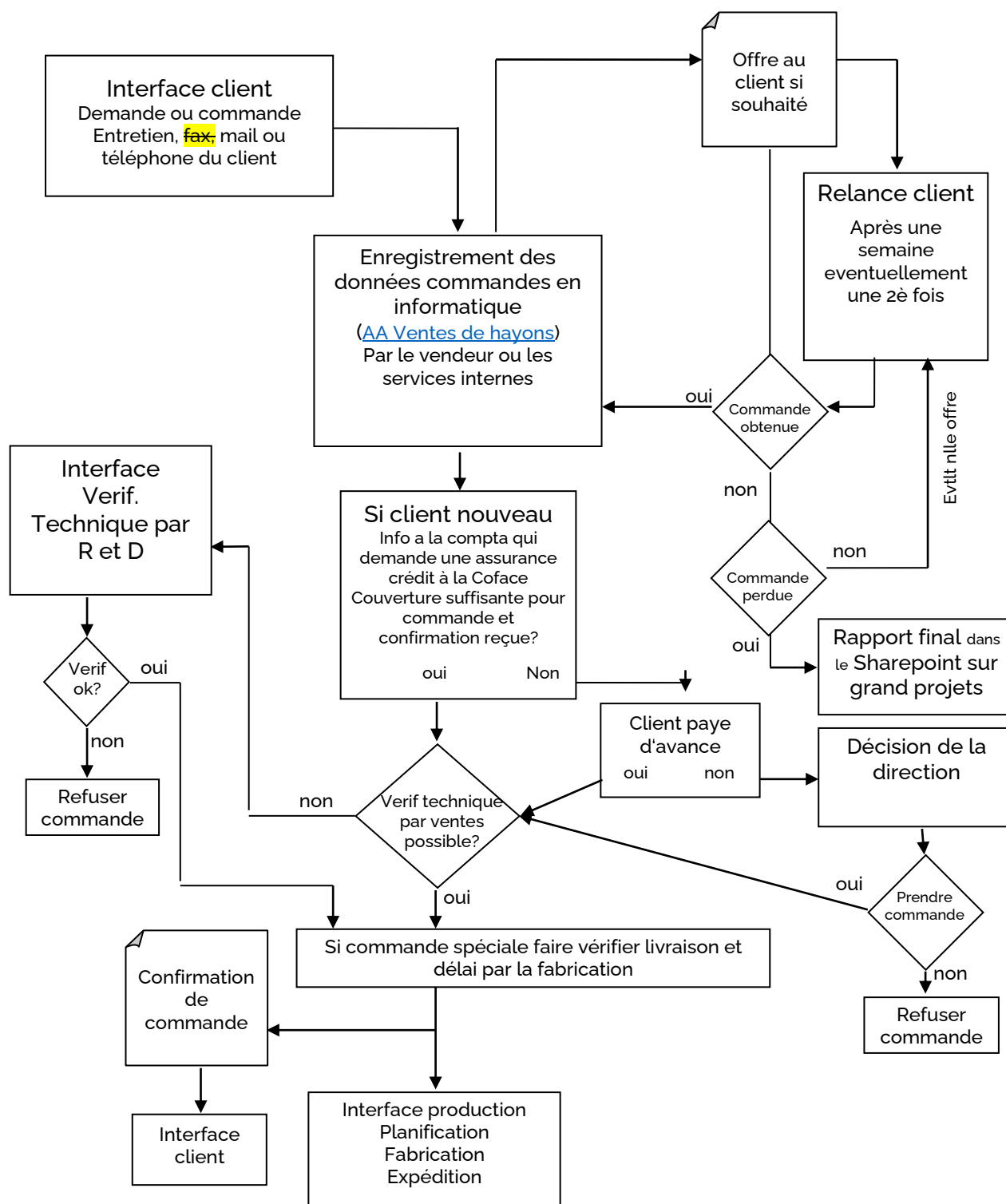
Prozessverantwortlich: **Teamleitung Vertrieb**



Messen / Analysieren: LB-Umsatz p.a. / Aktive Ladebordwand-Kunden p.a.

 SÖRENSEN Uplifting performance.	Documentation Contrôle Qualité	Page: 2 de 3 Revision: 2 Serv.: LBVK, K+E, BU, AV
Process ventes de hayons	Description process Vente de hayons	Valable au: 20.11.2025

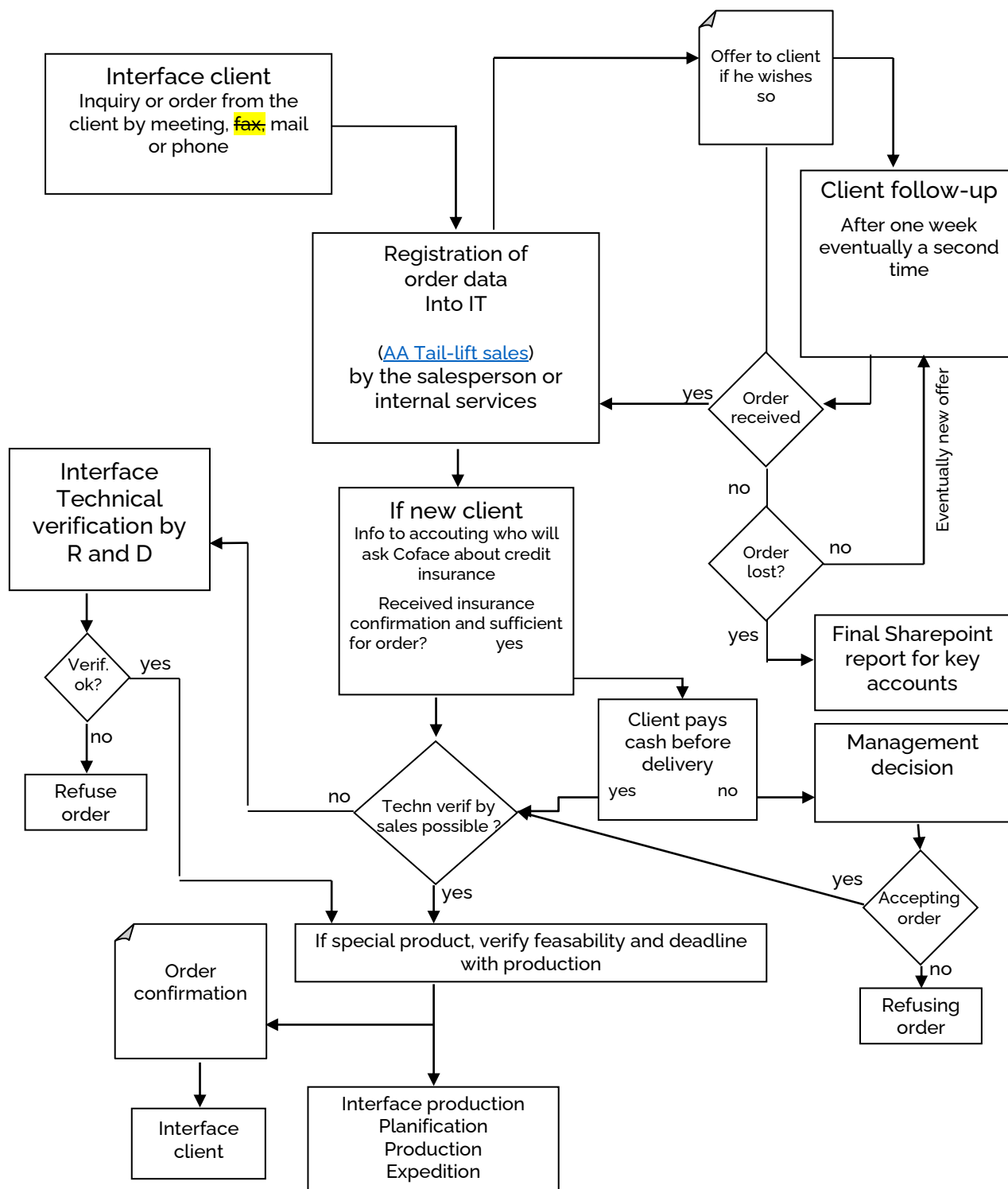
Responsable process : Direction commerciale



Mesurer / analyser: CA hayon/an / Clients actifs / an

 SÖRENSEN Uplifting performance.	Documentation about Quality management	Page: 3 of 3 Revision: 2 Dept.: LBVK, K+E, BU, AV
Process tail-lift sales	Process description Tail-lift sales	Valid from: 20.11.2025

Responsible for the process : **Leam Lead Sales**



Measure / analyze: : Tail-lift turnover p/y. / Active tail-lift clients p/y

	Datum	Name	Freigabe durch	Revision
Erstellt:	11.02.2003	Detlef Koch	Uwe Sörensen	0
Letzte Änderung:	06.09.2023	Karina Sörensen	Lutz Arens	2