**Telesales Flowchart**

Sender Id Request

Lost

Yes

Company Database

Won

Invoice Request

Won/ Lost

Task (negotiation, Follow-up)

Yes

No

Leads Converted to Opportunities?

?

Contacts Converted to Leads?

Create Task (Follow-up)

No

Proposal Sending

Contacts

Schedule a Meeting

Assign Meetings to Team Leaders

Team Leaders will forward to Concern Person

1. Campaign Request
2. SMS Request
3. Forecasting
4. Exhibition