

Topic: Sales Service

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Problem Background The top problem of that many small business owners that forces them out of business is the lack of organization.

Common causes for project failure



- This App/ web would make their customer always be informed about their Sales potential.
- Creating a large scope of how is going with a positive guide on what could do to achieve them.,
- if the customer it is generating the amount of money expected (Total inventory cost).
- Establish that expectation to win vs their inversion.

Target: Local Sellers

Causes:

- Misunderstood mission.
- Lack of team cohesion.
- Lack of resources.
- Bad planning and a lack of strategy.

Countermeasures: The main measure would be the customers reviews to measure effectiveness. *

Check/Evaluate:

- Incomes to rise.
- Is Faster process of client services?

Act/ Standarize:

- It will allow to better know the market and competition.
- can know the habits of customers and their potential customers.
- Get genuine information to improve your sales offer.