



CUSTOMER Eco Australia
100 Furniss Road
6065 Landsdale
Australia

JOB #27264		JOB REPORT	
JOB TYPE	Internal Audits	TECHNICIAN	Eco Inspections
SCHEDULED	31/05/2019 - 02:59 PM	JOB COMPLETED	31/05/2019 - 03:19 PM
SCHEDULED DURATION	01h00	COMPLETED DURATION	00h05

DESCRIPTION

Audit

Sales & Marketing Process

AUDIT 9.2.1.0

HAVE ANY NEW SALES PEOPLE BEEN EMPLOYED?	No	HOW DOES THE SALES TEAM	Data from previous months sales is pulled
HAVE ALL SALES STAFF BEEN TAKEN THROUGH THE CPM TRAINING?	Yes	CURRENTLY DO ITS SALES FORCASTING?	from Xero
HAVE ALL SALES STAFF BEEN TAKEN THROUGH THE SOP TRAINING?	Yes	DID ANY OF THE PROCESSES ABOVE REQUIRE A CPAR TO BE CREATED?	No
HOW DOES THE SALES TEAM GIVE ADDED VALUE TO THE CLIENTS?	When making sales calls they offer additional products and recycling services	IF NO, PLEASE DISCRIBE?	-
ASK THE SALES TEAM TO LIST 5 OF THE TOP SELLING PRODUCTS?	Cs, mc, WCS, Terry towel and recycling of used rags	DID YOU IDENTIFY ANY RISKS OR OPPORTUNITIES (PDCA)?	No
		IF NO, PLEASE DISCRIBE?	-

SIGNATURES

E'Co Australia Pty Ltd (Eco Inspections)
Z.Turner