

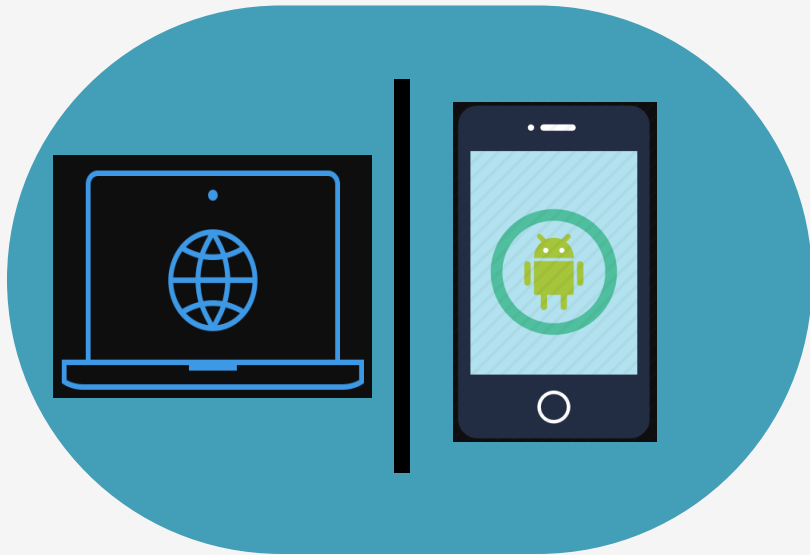


# WELCOME TO SALES 101

*Sales Tech Advantage*

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# Get Started with Monthly Subscription



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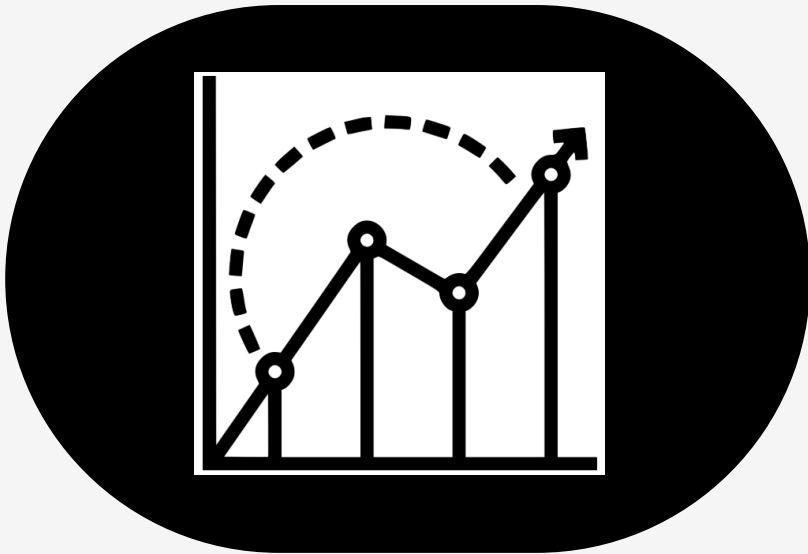
- 1 Select a Date for Demo
- 2 Review the Sale Structure of JYA Sales PRO...
- 3 Customize If needed
- 4 Start Implementation by uploading files

- 1 Get your Web address
- 2 Download Application from Play Store
- 3 Develop a Pilot Plan
- 4 Select One Sales Region
- 5 Select One Distributor
- 6 Get the Salesmen familiar with Application and get them through a training process

## Select a Distributor in One Sales Region



# Conduct Census & Benchmarking of Retail Channel



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- 1 List down the Retail shops
- 2 Schedule Salesmen Visit to Shop
- 3 Fill Census Form / Geo Tracking Info
- 4 Fill Benchmarking Form with Info
- 5 Reconcile Android App data with Web based Entries
- 6 Conduct analysis for strengths & Weaknesses
- 7 Develop Permanent Journey Plans (PJP) as per Salesmen Routing Plan

# Start Order Taking through PJP by Android App.

5

1

Review Permanent Journey Plans (PJP) with respect to Retail Outlet Sales turnover Frequency



2

Start Taking Orders through Android Application by personally visiting shops



3

Serve Retail Outlets through Sales Invoice, Dispatch Note, Vehicle Management and Delivery status



# Be Consistent



- 1 Review the Pilot Project
- 2 Conduct Sale Analysis
- 3 Set 1% Sale increase Target
- 4 Measure time vs. Target
- 5 Review Salesmen Behavior

# Learn & Implement in all Regions

7

1

**Review the Challenges faced in Implementation & benefits received**



2

**Develop a Plan to implement across regions and distributors**

**For Demo, Feedback and Other Queries**

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