



Una, Himachal Pradesh, India
F77j+qgf, Professor Colony, Una, Himachal Pradesh 174303, India
Lat 31.463968° Long 76.281378°
27/02/25 11:56 AM GMT +05:30



• Tamanna
Gang. →
322256189

Policy Formulation Functions

- Determining sales objectives
- Designing sales territories-north, south
- Size of sales force
- Selecting suitable organisation structure
- Framing sales budget
- Fixing sales quotas



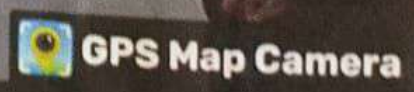
Una, Himachal Pradesh, India
F77j+qgf, Professor Colony, Una, Himachal Pradesh
174303, India
Lat 31.463896° Long 76.28141°
18/02/2025 10:44 AM GMT +05:30

Google

Objectives of Sales Mgt.

- To increase sales
- To contribute to profit maximisation
- To contribute the continuous growth of organisation/Enterprises

Dimpi
3222560054



Una, Himachal Pradesh, India
F77j+qgf, Professor Colony, Una, Himachal Pradesh
174303, India
Lat 31.463892° Long 76.281419°
18/02/2025 10:42 AM GMT +05:30

REDMI NOTE 8
AI QUAD CAMERA

SELLING

- Selling is the function of making sales that is selling is an activity is to bring about exchange of goods and services.
- Selling comprises of all those activities – Personal and impersonal.
- Selling is informing (education) and persuading (motivate) a market about a product (durable goods (non-durable goods) or services (insurance, savings, mutual funds, investment, Parkour, tattoo, education, hotels, entertainment).
- Selling is as old as mankind but it is refining and improving its techniques.



GPS Map Camera

Una, Himachal Pradesh, India

F77j+6cx, Sh 25, Professor Colony, Una, Himachal Pradesh 174303, India

Lat 31.463838° Long 76.281456°

18/02/2025 10:24 AM GMT +05:30

Google