

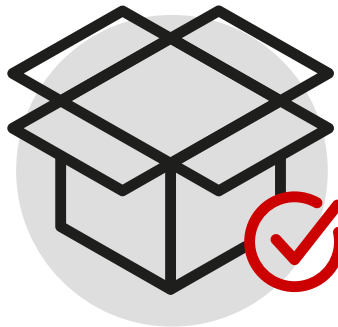
# SALES OPERATIONS

Würth Business Services helps customers in optimising their Sales Operations and improving the overall sales performance. We handle the non-core operations to assist sales leaders achieve improved productivity. We adopt a strategic and tactical approach in handling the non-core operations including Sales Order Booking, Backorder Processing, S and Zero Customer Management, and others. Let us have a look at Sales Order Booking.

## SALES ORDER BOOKING

The order details (order number, customer's name, shipping address, and others) and product details (material number, description of the material, quantity, price, and date of delivery) are updated in the ERP system based on the sales order and a sales order number is generated.

### PROCESS FLOW AT WÜRTH BUSINESS SERVICES :



- **Step 1:** Checking order and product details and entering them in the ERP system
- **Step 2:** Attaching the sales order
- **Step 3:** Generating the sales order number

#### BENEFITS:

- Save the entire information at one place and access the sales orders whenever required
- Provide the order confirmation to the customers as early as possible and improve the customer experience
- Keep the track of orders placed by customers

Reach out to Franziska Romer, Head of Sales, Admin & External Communications, Würth Business Services, and understand more about offerings. [✉ franziska.romer@wuerth-industrie.com](mailto:franziska.romer@wuerth-industrie.com)