

# 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 and provide required information to the sales representatives of customer organizations. Among different processes handled by us, Cost Centre Analysis is one of them.

## COST CENTRE ANALYSIS

In this process, we evaluate the costs of different articles at different cost centres. In addition, we update the missing prices in the excel sheet. This process helps in determining the cost centres that would provide the articles in the lowest prices.

## PROCESS FLOW AT WÜRTH BUSINESS SERVICES:

- **Step 1:** Log in to the Service Centre and export the cost-related data for different cost centres
- **Step 2:** Filter and update the missing costs as per the list provided by the sales representatives
- **Step 3:** Create pivot table that includes article numbers and their prices
- **Step 4:** Send the updated file through email to sales representatives



## BENEFITS:

- Procure articles at lower costs
- Get updated information about missing prices
- Carry out exact billing as per updated data

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)