

# 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, Stock Update Overview is one of them.

## STOCK UPDATE OVERVIEW

In this process, we provide an overview of stocks related to open orders, demand from customers and possible delivery dates. This overview is essential to determine the stock availability, avoid overstocking or understocking and fulfil the demand of customers successfully.

## PROCESS FLOW AT WÜRTH BUSINESS SERVICES:

- **Step 1:** Check open order quantity, delivery date and available stock
- **Step 2:** Check the demand at customer locations
- **Step 3:** Check planned delivery date and create an updated list
- **Step 4:** Send the updated list to customers



### BENEFITS:

- Avail updated information on stock availability
- Plan deliveries accordingly
- Achieve customer satisfaction with proper planning

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)