

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, Weekly Report is one of them.

WEEKLY REPORT

In this process, we send the reports containing the exact count of positions booked for the Sales Order Booking process. We utilize WN numbers of employees working on this process and extract lists from the Enterprise Resource Planning (ERP) system. This way, customers can know the weekly & monthly performance and compare those performances with previous weeks and months.

PROCESS FLOW AT WÜRTH BUSINESS SERVICES:

- **Step 1:** Enter WN number of employees booking sales orders in the ERP system
- **Step 2:** Extract the list of positions and sales orders booked for the month



BENEFITS:

- Determine the exact number of positions booked on a weekly basis
- Compare monthly positions and determine the progress

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)