

LỘ TRÌNH ĐÀO TẠO 12 THÁNG



Capabilities to focus

1. GT/MT Market Insight
2. 6 STAC. RTM compliance
3. Merchandizing skill
4. Selling Skill, Order process
5. Customer relationship
6. Inventory management
7. Sales target delivery

PROJECT ASSIGNMENT from month 1 TO PREPARE

1. Planning
2. Making Report
3. Presentation
4. Data reading & Analysis
5. Influencing
6. Driving for Result

1. Planning
2. Making report
3. Presentation
4. Data Reading & Analysis
5. Influencing
6. Driving for result

1. Planning
2. Making Report
3. Presentation
4. Data Reading & Analysis
5. Influencing
6. Driving for Result

Chú thích:

* Rep: Nhân viên bán hàng

* Supervisor: Giám sát bán hàng

* 6STAC: bộ kỹ năng bán hàng