



Sales Processes SOP

This SOP outlines the detailed steps of our sales process, from prospecting to closing a sale, including follow-up procedures.

1. Prospecting

Prospecting involves identifying potential customers who might be interested in our products or services. This is a crucial step in the sales process as it helps to ensure a consistent pipeline of opportunities.

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2. Qualifying Leads

Once we have identified potential customers, the next step is to qualify these leads. This involves assessing whether the lead has a need for our product or service, the budget to make a purchase, and the authority to make a decision.

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3. Sales Presentation

After qualifying a lead, the next step is to schedule a sales presentation. This is an opportunity to demonstrate the value of our product or service to the potential customer.

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Engineering Innovation Benjamin M. Legum, Amber R. Stiles, Jennifer L. Vondran, 2019-07-08 Engineering Innovation is an overview of the interconnected business and product development techniques needed to nurture the development of raw emerging technologies into commercially viable products This book relates Funding Strategies Business Development and Product Development to one another as an idea is refined to a validated concept iteratively developed into a product then produced for commercialization Engineering Innovation also provides an introduction to business strategies and manufacturing techniques on a technical level designed to encourage passionate clinicians academics engineers and savvy entrepreneurs Offers a comprehensive overview of the process of bringing new technology to market Identifies a variety of technology management skill sets and management tools Explores concept generation in conjunction with intellectual property development for early stage companies Explores Quality and Transfer to Manufacturing *Handbook of Investigation and Effective CAPA Systems, Second Edition* José Rodríguez-Pérez, 2016-04-04 Understanding and improving the CAPA system as a whole is the focal point of this book the only of its kind dealing exclusively with this critical system within highly regulated industries Features include Information about the importance of the CAPA system within the quality system for the medical products regulated industry Fully updated with current versions of regulations U S FDA EU ISO 13485 and so on and a new section covers the regulatory expectation of customer complaint investigations Investigation and CAPA elements of the 2015 revision of the ISO 9001 standard New coverage on the investigation plan and the new U S FDA quality metric guidance as well as a section discussing the tight relationship between CAPAs and FMEA A new chapter fully devoted to human errors and human factors and their impact in the investigation and CAPA system Discussion of a dozen of the most common pitfalls commonly encountered in the investigation and CAPA world of regulated companies An example of an investigation and CAPA expert certification program being used for many companies Forms and examples of the different elements investigation report root causes checklist human error investigation CAPA plan and so on covered in the book Fully usable forms are also included in the companion CD in Microsoft Word format While the first edition of this book was aimed solely at the FDA regulated industry the title of this second edition reflects the importance of the investigation root cause analysis stage as the necessary preceding step of any effective corrective and preventive action system Investigation and CAPA are concepts used in many sectors besides the FDA regulated industry such as automotive electronics aerospace telecommunications process industry and many more This book will become an essential reference for those in these other industries

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