

Sales Call Report (July 2028)



Company Background

NorthWind is a global provider of enterprise resource planning (ERP) software, founded in 1978. The company has over 8,000 customers in more than 150 countries and employs over 3,000 people worldwide. NorthWind's flagship product is its ERP software, which helps businesses manage their finances, operations, and supply chains.



Sales Call Mission

This sales call report aims to provide the information needed to make an informed decision about whether to pursue a lead.

This report will provide an overview of NorthWind's total calls and converted leads for the months of April to June.

Sales Call Objectives

The objectives of this sales call are to:

- Assess conversion rates versus the total number of calls from April to June
- Determine what improvements can be made to the sales process

Tasks	April	May	June
Total No. of Calls	500	550	650
Converted	135	195	236
Reported By	Jennifer Jones	Jennifer Jones	Simon Brookes

Holding Company Call Report

Jianjun Gao



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