

Administracin De Ventas Virgilio Torres Morales

Roman Wölfel

Administración de Ventas Virgilio Torres Morales,2014-10-21 Administración de ventas aborda las principales características, antecedentes, técnicas y modelos del proceso de ventas dentro de una organización, como son: la planeación, análisis de mercado, pronóstico y presupuesto de ventas, organización, reclutamiento y selección del personal de ventas, asignación al personal de ventas por tiempo, territorio y cuotas, dirección y motivación vía compensación, control de la fuerza de ventas, relación con el área de mercadotecnia y ética en las ventas, puesto que la esencia de la administración de ventas es la dirección de personal de esta área en las operaciones de mercadotecnia de una empresa. Por ello en el área de ventas se pretende conocer el tipo de producto que ofrece, mercado al que va dirigido, nivel de ventas y sus posibilidades reales de abastecer a sus clientes potenciales; al tiempo que tiene controladas las áreas de producción, administración y financiamiento.

Administración de ventas Virgilio Torres Morales,2011

Introducción a la Mercadotecnia Alberto Sangri Coral,2014-10-21 Aborda los conocimientos teóricos prácticos desde los antecedentes de la mercadotecnia hasta nuestros días. Permite al estudiante conocer el marco teórico en el que se basa la actividad del mercadeo con un lenguaje sencillo y con la aplicación de conceptos utilizados, presenta las tendencias actuales de los mercados y permite visualizar a la mercadotecnia como una labor propositiva ya que los estudiantes podrán aplicar sus recomendaciones en la formulación de estrategias para la comercialización y el desarrollo del plan mercadológico.

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