



PracticalTek

SINCE 1997

www.practicaltek.com

419-557-2225

info@prac-tek.com

Sales Management Course Syllabus

Overview:

This course will take you through all the programs related to Sales Management. From part record considerations, to order creation and price lists. Everything you need to know to quote and sell product using Epicor®.

Topics:

- Quoting
- Price Lists
 - Breaks
- Order Creation
 - Line/Release Methodology
 - Order Wizard
- Part Considerations
 - Make Direct
 - Drop Ship
 - Sales Kits
- Reports and Trackers
 - Order
 - Customer
 - Inventory
- RMA
 - Creation/Disposition
- Forecasting
- CRM
 - Case Management
 - Marketing Campaigns