

	<b>RESOURCE LIBRARY</b> <b>SALES AND MARKETING</b> <b>Sales Call Quotas</b>	<i>CODE:</i> 06.02.007
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**Description描述:**

**OBJECTIVE目的:**

- To ensure the market is covered adequately  
确保充分覆盖整个市场
- To ensure the performance of the sales team on a daily, weekly and monthly basis.  
确保销售团队以日/周/月为单位履行他们的工作职责

**APPLICATION适用于:**

- The DDOS or Sales Manager in charge of the department is responsible for the results of his/her sales team to respect the quotas.  
销售总监或销售经理负责监督本部门的销售团队绩效情况
- Each sales person is responsible for reaching the quotas set by the management.  
每个销售人员都有责任完成由管理层分配的工作指标。

The sales team member's performance is not only analysed as per the accounts room night – production but also by the respect of targets set by the Management related to the key elements identified as being a key to the success of the hotel. 销售人员的工作绩效不仅仅建立在客户间夜数的基础上， 也与管理层根据与酒店成功相关的关键因素所设立的市场目标有关。

**STATEMENT OF POLICY政策详述:**

- Number of blitzes: as per Management strategy  
扫楼个数 根据每个管理战略
- Number of Sales Calls : 5 per day  
销售拜访次数 每个五个
- Number of Cold Calls : 2 per day  
电话销售个数 每天两个
- Number of telephone cold calls (reached): 10 per day  
电话销售（达成的） 每天十个
- Number of Site Inspections: 1 per day  
现场考察个数 每天一个
- Number of Fam Trips: 2 per week for Leisure Sales Team  
考察团数量 针对旅行社销售团队， 每周两个
- Number of ENT 3 per week  
宴请数量 每周三个
- Number of introduction of key contact to Management: 3 per week  
引见给管理层的主要联系人个数 每周三个