



Corporate Account Qualification Fields

Sales Department: Corporate
 Sales Person: _____
 Direct Line: _____
 Mobile Number : _____
 Email: _____

Company Name			Industry					
Address	P.O Box	City:	Territory:	<input type="checkbox"/> TBA	<input type="checkbox"/> High	<input type="checkbox"/> Med	<input type="checkbox"/> Low	
Buiding address	Street:	Floor:	Potential	<input type="checkbox"/> TBA				
Holding	Building:	Office :	Potential	<input type="checkbox"/> LT	<input type="checkbox"/> MT	<input type="checkbox"/> ST	<input type="checkbox"/> MC	<input type="checkbox"/> Banquet
Subsidiaries			Same Corp Contract	<input type="checkbox"/> TBA	<input type="checkbox"/> Yes	<input type="checkbox"/> No		
			Same Corp Contract	<input type="checkbox"/> TBA	<input type="checkbox"/> Yes	<input type="checkbox"/> No		
			Platform	<input type="checkbox"/> TBA	<input type="checkbox"/> Buy	<input type="checkbox"/> Work	<input type="checkbox"/> Market	
			Status	<input type="checkbox"/> TBA	<input type="checkbox"/> TOP	<input type="checkbox"/> PROSP	<input type="checkbox"/> LOW	
			Production	YTD RN:				
				On the books RN:				
				YTD Revenue:				
				On the books Revenue :				

Comments

Account Sales Stage	<input type="checkbox"/> Unqualified prospect <input type="checkbox"/> Intraspection in process <input type="checkbox"/> Departmental Analysis in process <input type="checkbox"/> Production Started			
RN Potential	Explanations	Frequency	Room Nights	Revenue (AED)
<input type="checkbox"/> LT				
<input type="checkbox"/> MT				
<input type="checkbox"/> ST				
<input type="checkbox"/> Gps	HR <input type="checkbox"/> Trainings <input type="checkbox"/> Staff Parties PR <input type="checkbox"/> Press Conference Marketing <input type="checkbox"/> Product Launches <input type="checkbox"/> Exhibitions <input type="checkbox"/> Annual Conference <input type="checkbox"/> Consultancy Seminars Sales <input type="checkbox"/> Roadshows <input type="checkbox"/> Workshops <input type="checkbox"/> Quarterly Sales Conferences <input type="checkbox"/> Customer Product Training <input type="checkbox"/> Customer Entertainment <input type="checkbox"/> VIP Clients meetings <input type="checkbox"/> Clients gathering Mgment <input type="checkbox"/> Board Meetings <input type="checkbox"/> Strategic Meetings Purchasg <input type="checkbox"/> Suppliers events			
Banqueting Potential	HR <input type="checkbox"/> Trainings <input type="checkbox"/> Staff Parties PR <input type="checkbox"/> Press Conference Marketing <input type="checkbox"/> Product Launches <input type="checkbox"/> Exhibitions <input type="checkbox"/> Annual Conference <input type="checkbox"/> Consultancy Seminars Sales <input type="checkbox"/> Roadshows <input type="checkbox"/> Workshops <input type="checkbox"/> Quarterly Sales Conferences <input type="checkbox"/> Customer Product Training <input type="checkbox"/> Customer Entertainment <input type="checkbox"/> VIP Clients meetings <input type="checkbox"/> Clients gathering Mgment <input type="checkbox"/> Board Meetings <input type="checkbox"/> Strategic Meetings Purchasg <input type="checkbox"/> Suppliers events			

