

Corporate Account Qualification Fields

P.O Box Street: Building:	City: Floor: Office :	Direct Line: Mobile Number Email: Industry Territory: Potential Segment Potential Same Corp Contract Same Corp		□ MT	☐ Med	□ Low	□Banquet
Street:	Floor:	Territory: Potential Segment Potential Same Corp Contract	□ TBA □ LT	□ MT			□Banquet
		Contract Platform Status Production Comments	☐ TBA YTD RN: On the b YTD Rev	☐ Buy ☐ TOP ooks RN: renue:	□ PROS		_ Market □ LOW
□Production Started	process						
Explanations		Frequency		Room	Vights	R	evenue (AED)
HR □ Trainings							
□ Staff Parties PR □ Press Conferer Marketing □ Product Laun □ Exhibitions □ Annual Conferer □ Consultancy Set □ Workshops □ Quarterly Sales □ Customer Prod □ Customer Enter □ VIP Clients mer □ Clients gatherin Mgment □ Board Meeting □ Strategic Meeti Purchasg □ Suppliers ever	ches ence eminars s Conferences duct Training rtainment etings ng s ngs						
PR Press Conferer Marketing Product Laun Exhibitions Annual Confere Consultancy Set Noadshows Quarterly Sales Customer Prod Customer Prod VIP Clients me Clients gatherin Mgment Board Meeting: Strategic Meeti	ches ence eminars s Conferences duct Training rtainment etings ng s ngs						
	□Intraspection in process □Departmental Analysis in □Production Started Explanations HR □ Trainings □ Staff Parties PR □ Press Conferer Marketing □ Product Laun □ Exhibitions □ Annual Conferer □ Consultancy So Sales □ Roadshows □ Workshops □ Customer Product Laun □ Customer Enter □ VIP Clients merer □ Clients gatherin Mgment □ Board Meeting:□ Strategic Meeti Purchasg □ Suppliers ever HR □ Trainings □ Staff Parties PR □ Press Conferer Marketing □ Product Laun □ Exhibitions □ Annual Conferer □ Consultancy So Sales □ Roadshows □ Workshops □ Customer Product □ Customer Product □ Customer Product □ Customer Product □ Customer Enter □ VIP Clients merer □ Clients gatherin Mgment □ Board Meeting:□ Strategic Meeti	□Intraspection in process □Departmental Analysis in process □Production Started Explanations HR □ Trainings □ Staff Parties PR □ Press Conference Marketing □ Product Launches □ Exhibitions □ Annual Conference □ Consultancy Seminars Sales □ Roadshows □ Workshops □ Quarterly Sales Conferences □ Customer Product Training □ Customer Entertainment □ VIP Clients meetings □ Clients gathering Mgment □ Board Meetings □ Strategic Meetings Purchasg □ Suppliers events HR □ Trainings □ Staff Parties PR □ Press Conference Marketing □ Product Launches □ Exhibitions □ Annual Conference □ Consultancy Seminars Sales □ Roadshows □ Workshops □ Quarterly Sales Conferences □ Customer Product Training □ Customer Product Training □ Customer Entertainment □ VIP Clients meetings □ Clients gathering Mgment □ Board Meetings □ Strategic Meetings	□Intraspection in process □Departmental Analysis in process □Production Started Explanations Frequency HR □ Trainings □ Staff Parties PR □ Press Conference Marketing □ Product Launches □ Exhibitions □ Annual Conference □ Consultancy Seminars Sales □ Roadshows □ Workshops □ Quarterly Sales Conferences □ Customer Product Training □ Customer Entertainment □ VIP Clients meetings □ Clients gathering Mgment □ Board Meetings □ Strategic Meetings Purchasg □ Suppliers events HR □ Trainings □ Staff Parties PR □ Press Conference Marketing □ Product Launches □ Exhibitions □ Annual Conference □ Consultancy Seminars Sales □ Roadshows □ Workshops □ Quarterly Sales Conferences □ Customer Product Training □ Customer Product Training □ Customer Product Training □ Customer Product Training □ Customer Entertainment □ VIP Clients meetings □ Clients gathering Mgment □ Board Meetings	Ulnqualified prospect Intraspection in process Departmental Analysis in process Production Started Explanations Frequency HR Trainings Staff Parties PR Press Conference Marketing Product Launches Sales Roadshows Workshops Customer Product Training Customer Entertainment VIP Clients meetings Clients gathering Mgment Board Meetings Parties Press Conference Marketing Product Launches Strategic Meetings Purchasg Suppliers events HR Trainings Staff Parties PR Press Conference Marketing Product Launches Strategic Meetings Purchasg Suppliers events HR Trainings Staff Parties PR Press Conference Marketing Product Launches Strategic Meetings Consultancy Seminars Sales Roadshows Workshops Quarterty Sales Conferences Customer Product Training Customer Entertainment VIP Clients meetings Customer Freduct Training Customer Freduct Training Customer Entertainment VIP Clients meetings Clients gathering Mgment Board Meetings Strategic Meetings Strategic Meetings Strategic Meetings	Comments	On the books Revenue : Comments	Ulnqualified prospect

Company Name				
Contact Levels	Contact Information	Sales Cycle	Potential Mkt Segment	Potential RN
Name: Position: Department: Director: Competition: Influence Level: Readiness: Our Market Share Portfolio Market share Potential Activities Frequency	□ Booker □ Influencer □ Decision Maker □ R1 □ R2 □ R3 □ R4 % % □ High □ Med □ Low □ Daily Tel call □ weekly Tel call □ Wkly S/C □ Wkly Tel call □ Monthly S/C □ Monthly Tel Call □ Three months maintenance □ Yearly maintenance	☐ Cold Call ☐ Tel Call ☐ Qualification ☐ Appointment ☐ Hotel Pres ☐ Objections ☐ Site Inspection ☐ Interested ☐ Contract Sent ☐ Bookings started ☐ Presented to Mgt ☐ ENT ☐ Give Away ☐ Voucher ☐ Birthday Gift	□ LT □ MT □ ST □ Groups □ Banqueting □ F&B RN:	
Name: Position: Department: Director: Competition: Influence Level: Readiness: Our Market Share Portfolio Market share Potential Frequency Sales Calls	☐ Booker ☐ Influencer ☐ Decision Maker ☐ R1 ☐ R2 ☐ R3 ☐ R4 % % ☐ High ☐ Med ☐ Low	☐ Cold Call ☐ Tel Call ☐ Qualification ☐ Appointment ☐ Hotel Pres ☐ Objections ☐ Site Inspection ☐ Interested ☐ Contract Sent ☐ Bookings started ☐ Presented to Mgt ☐ ENT ☐ Give Away ☐ Voucher ☐ Birthday Gift	□ LT □ MT □ ST □ Groups □ Banqueting □ F&B RN:	
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