E-K

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K-E

The following business proposal provides all-inclusive response from AA to all the requirements that has been discussed for the last couple of weeks.

I would like to send you a brief summary of the proposal below before meeting you in person on Wednesday to point out the main contents of the proposal. With 45 employees of AA’s sales team, all of whom were hired on the basis of comparable education levels, capabilities and experience, it was expected for them to work smoothly in their positions. However, the top sales figures from the team were 139% while the lowest sales were 82%, indicating a significant overall sales difference. The phenomenon of the inconsistency performance is a matter of grave concern to AA.

As discussed, AA would enable to evaluate sales teams comprehensively throughout BB establishing a customized online assessment center. Using the profile xt program, we will evaluate the entire department and introduce ‘success patterns’ technology that can identify and integrate factors impacting employees’ success. In addition, through a careful analysis of the top-performance teams, BB will ensure the factors such as study skills, behavioural characteristics, work interest, motivation, etc. that could have achieved better performance than others. Providing our ‘Profile on the Web (POTW)’ AA will be offered with a variety of reports that you and the other executives can manage all the decisions.

<Benefits of Proposed Solutions>

1. Market entry at low cost.
2. Offer ‘pay as you use’ model
3. Prompt program execution – no special training or certificate required.
4. Nationwide support.

Everyone in BB will invest all energies to improve sales performance leading your company to fulfil hundreds of percent sales in just a few months.