

## VIAMED Sales And Marketing Agenda As At 05 May 2017 Meeting ID:49

### Section Heading

- (0.0) VIAMED Sales And Marketing
- (1.1) Viamed Turnover
  - Objective Target : 2 Million in Sales
- (1.2) Sales Viamed Medical UK
  - Objective Target : 1.2Million
- (1.3) FrameWork Agreements
- (1.4) Sales Viamed Medical Export
  - Objective Target 1 Million
- (1.5) Sales Viamed Automotive Export
  - Objective Target 110,000 Combined UK/Export
- (1.6) Sales Viamed Automotive UK
  - Objective Target 110,000 Combined UK/Export
- (1.7) Post Market Surveillance
- (1.8) Results achieved
- (1.9) Mailshots UK
  - Objective 1 Mailshot Per Month
- (1.10) Active Sales Funnel
- (1.11) Advertising
- (1.12) Monthly Sales Activities and Reports
  - Objective To have Sales reports updated monthly from Sales people
- (2.1) Mailshots Export
- (2.2) Exhibitions
- (2.4) Medica Exhibitions post show reports
- (2.6) EBME Website
- (2.7) GHX Web Pricing
- (2.8) Report on Export trip
- (2.10) EBay
- (2.12) E.Commerce
- (2.14) Promotions

- (2.16) Telesales
- (2.18) Internal sales
- (2.20) External Sales
- (2.21) Time Working Away
- (3.0) External sales companies & Distributors
- (3.1) Kingfisher
- (3.2) Distributor results
- (4.0) Sales Targets
- (4.1) Next Month UK
- (4.2) Next Month Export
- (4.3) Next Quarter Total
- (5.0) Next Actions
- (5.1) Sales
- (5.2) Service exisiting
- (5.3) Service extension
- (5.4) Leaflets
- (5.5) UK Sales Catalogue - Updates needed
- (5.6) Price Lists UK
  - Objective To be reviewed once per year before the End June
- (5.7) Customer pricing agreements
- (5.8) Special Price Quotes to Customers
- (5.9) Export Sales Catalogue - Updates needed
- (5.10) Price Lists Export
- (5.11) Calendar Progress
  - Objective Started September  
Calenders Shipped between Xmas and New year
- (5.12) VIC - updates needed
- (5.13) Search Engine Positions
- (5.14) Staff
- (5.15) Search Engine Positions
- (5.16) Feedback -> Submeeting ( [289](#))
- (5.17) Customer Complaints -> Submeeting ( [231](#))

- (5.18) Customer Technical Support
- (5.19) Quotations
- (6.0) Existing Good Products
- (6.1) Existing Poor Products
- (6.2) Products to be Marketed
- (6.3) NHS Supplies Future Technology
- (6.4) Delete me
- (6.5) Customer Database Updates
- (6.6) Customer Training
- (6.7) Customer Ongoing task List
- (7.0) New Potential Products
- (8.0) Competitors
- (9.0) Any other business