



SALES EDU CYCLE

AGENDA

1. Customer Flow
2. SOP for Partners
3. Partners Standards

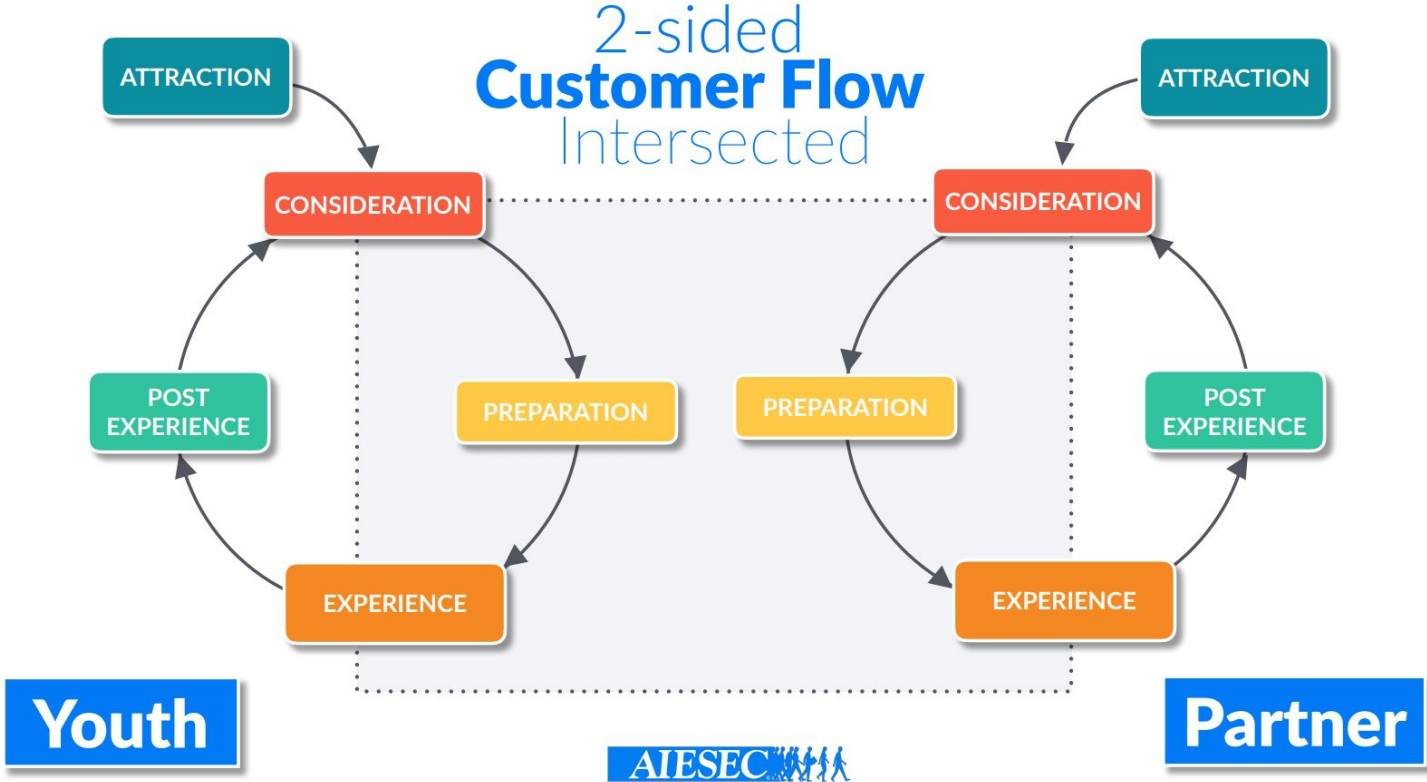


Customer Flow

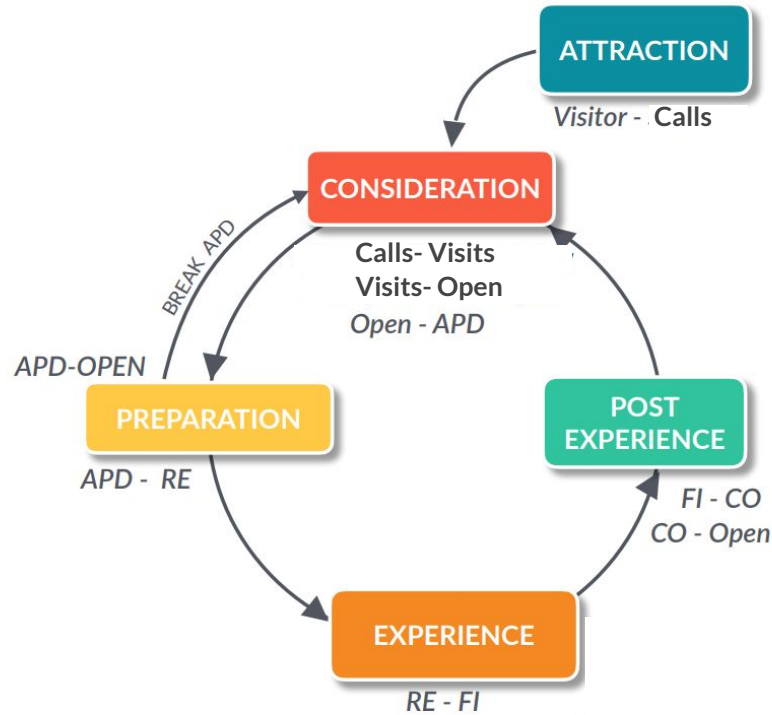
1. We are a Customer Centric Organization
2. We put our Customer First
3. We adapt our Products to the necessities of our Customers
4. We create a Journey



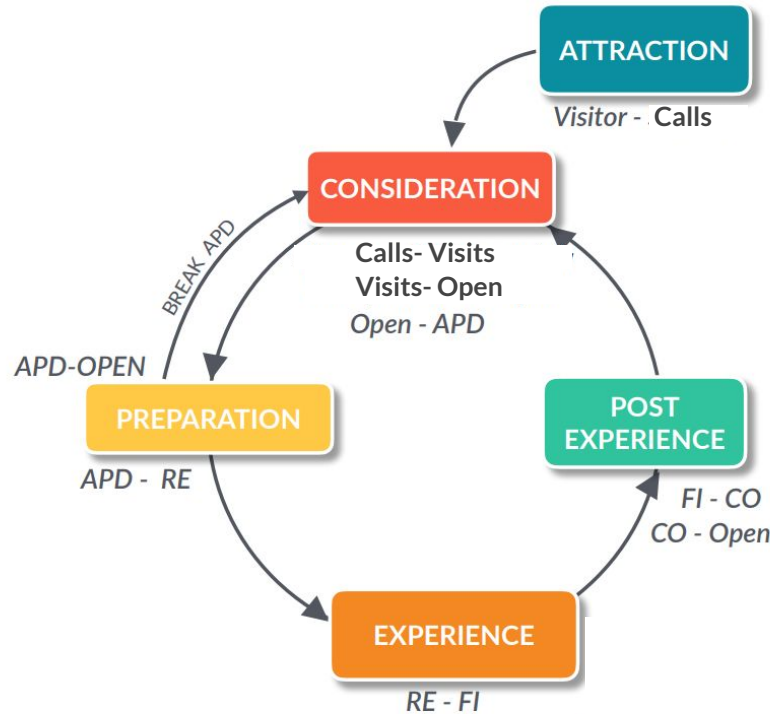
iGV Customer Flow



Customer Flow for Partners



Customer Flow for Partners

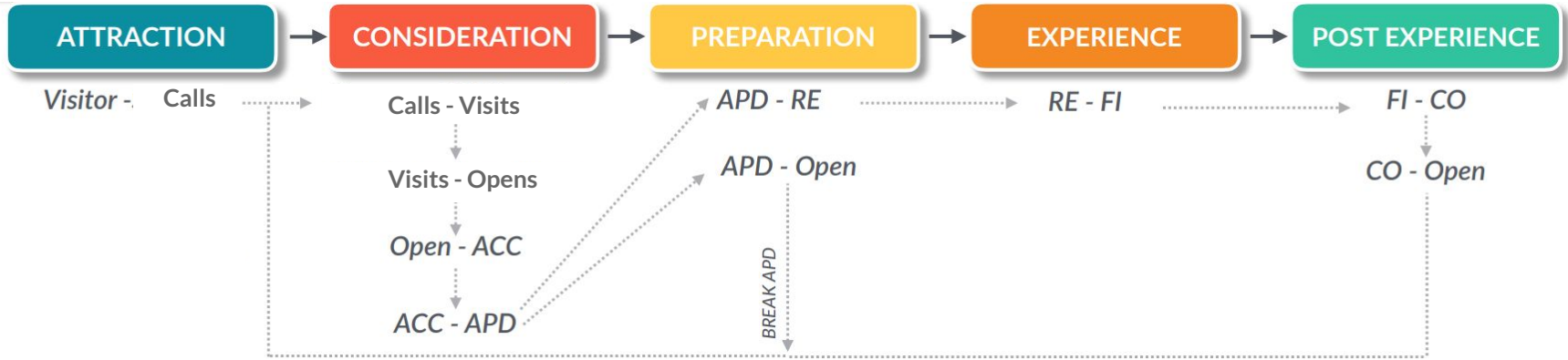


PRE - ATTRACTION

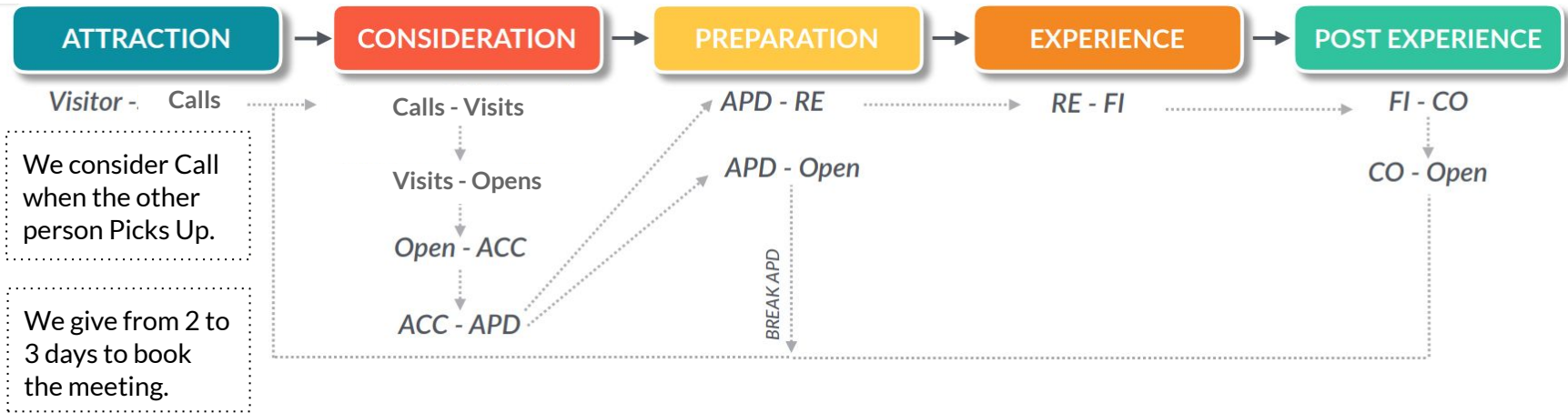
In Pre-Attraction we make an evaluation of the Market, the Accounts we already have or may add and then decide which ones will we target.

Once we have this, the member in charge of the call/visit should make a research on this account to have a clear picture on how we can collaborate together.

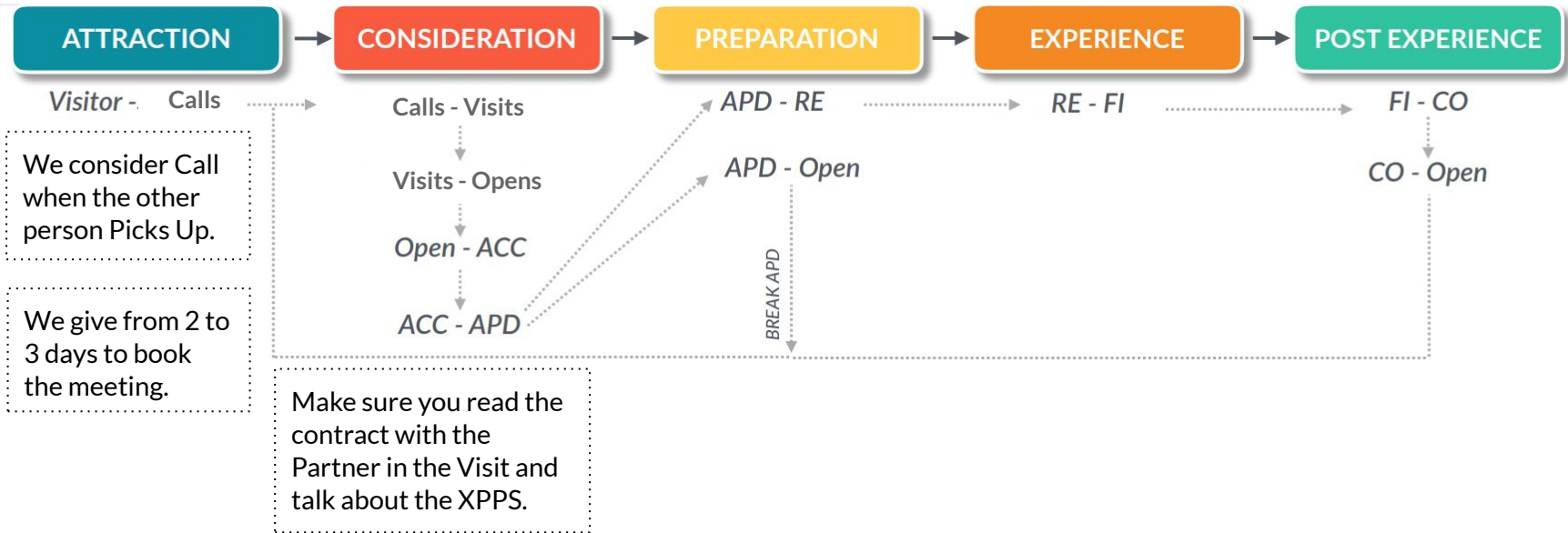
Customer Flow for Partners



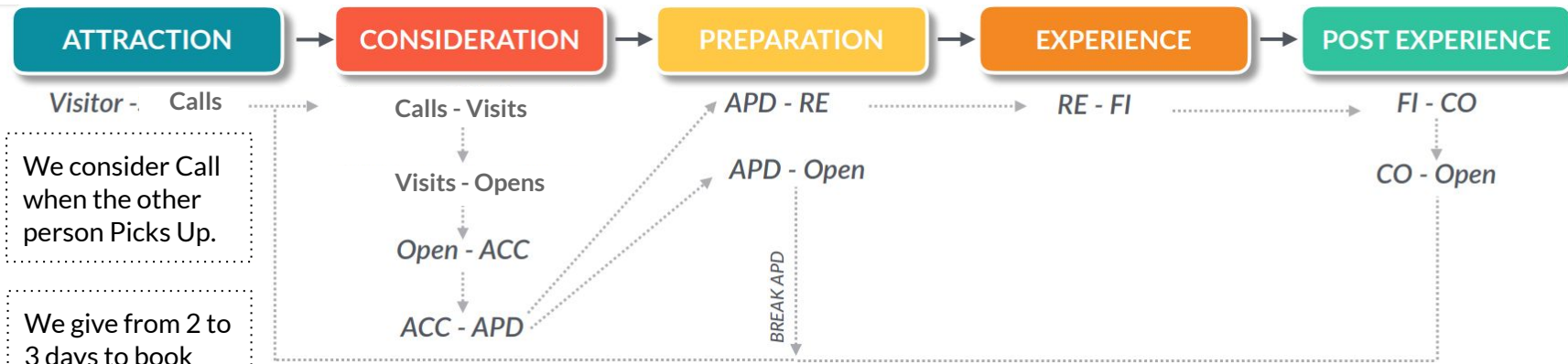
Customer Flow for Partners



Customer Flow for Partners



Customer Flow for Partners



We consider Call when the other person Picks Up.

We give from 2 to 3 days to book the meeting.

Make sure you read the contract with the Partner in the Visit and talk about the XPPS.

We give DDL of 2 to 3 days after the Visit to make a decision and sign the contract.



Customer Flow for Partners

In Order for the OPP to be in EXPA, the Contract must be uploaded in Podio.



Visitor - Calls

Calls - Visits

APD - RE

RE - FI

FI - CO

We consider Call when the other person Picks Up.

Visits - Opens

APD - Open

CO - Open

We give from 2 to 3 days to book the meeting.

Open - ACC

BREAK APD

Make sure you read the contract with the Partner in the Visit and talk about the XPPS and Standards.

The Partner must be guided on how the Accommodation(if they provide it) should be: which are the basics?

We give DDL of 2 to 3 days after the Visit to make a decision and sign the contract.



Customer Flow for Partners

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Open - ACC

BREAK APD

Make sure you read the contract with the Partner in the Visit and talk about the XPPS and Standards.

The Partner must be guided on how the Accommodation(if they provide it) should be: which are the basics?

The Partner should receive weekly follow ups to check on the Project and experience.

We give DDL of 2 to 3 days after the Visit to make a decision and sign the contract.

ACC - APD



Customer Flow for Partners

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Visitor - Calls

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APD - RE

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FI - CO

Visits - Opens

APD - Open

CO - Open

Open - ACC

BREAK APD

ACC - APD

We consider Call when the other person Picks Up.

We give from 2 to 3 days to book the meeting.

Make sure you read the contract with the Partner in the Visit and talk about the XPPS and Standards.

The Partner must be guided on how the Accommodation(if they provide it) should be: which are the basics?

The Partner should receive weekly follow ups to check on the Project and experience.

The Partner should receive a debrief meeting to evaluate the whole project and give feedbacks.

We give DDL of 2 to 3 days after the Visit to make a decision and sign the contract.



SOP for Partners



bit.ly/HuntersPSOP

Blaze

Standards for Partners



PARTNER STANDARDS FOR GLOBAL VOLUNTEER



<https://aiesechub.squarespace.com/aiesec-hub/partnerstandardshub>

Blaze



Questions?