

Specification of Competency Standards
for the Fashion Industry
Unit of Competency

Functional Area - Laundry Services

Title	Review sales performance
Code	110349L5
Range	Review sales data of laundry services to assess the sales performance. This applies to individuals who are required to review and analyse different sales data to assess the laundry services sales performance and make recommendations for improvement.
Level	5
Credit	3
Competency	<p>Performance Requirements</p> <p>1. Knowledge in the subject area</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • understand the purpose and procedures of conducting sales performance review • recognise the concepts and principles of sales management • possess in-depth knowledge of the factors that would affect the laundry services sales performance (e.g. season, promotional activity) • apply appropriate methods for collecting and analysing different sales data (e.g. sales system and records) <p>2. Application and process</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • confirm the purposes and scope of the sales performance review • gather relevant sales data to analyse the sales performance against the indicators of sales of the organisation • assess the sales condition of laundry services or products as well as the effectiveness of related sales channels or activities • analyse factors inhibiting the sales performance to identify areas for improvement • prepare reports to make recommendations for improving the sales of laundry services or products <p>3. Exhibit professionalism</p> <p style="padding-left: 40px;">Be able to</p> <ul style="list-style-type: none"> • comprehensively evaluate factors that would affect the laundry services sales performance • make sales improvement recommendations in accordance with the business direction of the organisation
Assessment Criteria	<p>The integrated outcome requirements of this UoC are the abilities to accomplish:</p> <ul style="list-style-type: none"> • Reviewing and analysing different sales data to assess the laundry services sales performance and make recommendations for improvement.
Remark	Modified from the UoC of Specification of Competency Standards for the Retail Industry (Version 1, UoC code: 105054L4)