

Specification of Competency Standards for the Logistics Industry

Unit of Competency

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| 1. Title | Monitor sales performance |
| 2. Code | LOCUSM510A |
| 3. Range | This unit of competency is applicable to logistics service providers. Practitioners should be capable of managing sales transactions and providing feedback on sales performance concerning the sales targets and sales planning. |
| 4. Level | 5 |
| 5. Credit | 3 (for reference only) |
| 6. Competency | <p style="text-align: center;"><u>Performance Requirements:</u></p> 6.1 Know about of sales management <ul style="list-style-type: none">• Know about the principles of sales management• Understand the operating environment of logistics related industries• Understand company policy and procedures• Understand relevant regulatory requirements 6.2 Implement sales policies and procedures <ul style="list-style-type: none">• Implement sales policies• Develop sales plan based on company sales strategies• Monitor sales transactions• Analyse sales data and information• Match products and services with customers' needs 6.3 Monitor achievement of sales targets <ul style="list-style-type: none">• Identify sales targets• Monitor sales activities and record sales performance• Provide feedback to team members on sales performance• Review sales plan• Make necessary adjustments to achieve sales targets |
| 7. Assessment Criteria | The integrated outcome requirements of this unit of competency are: <ul style="list-style-type: none">• Capable of implementing company procedures to monitor sales transactions• Capable of providing feedback to team members on sales performance• Capable of making adjustments |
| 8. Remarks | |