

Wholesale

Goals

- Increase overall sales
- Increase wholesale customers
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Sales increase

- Average 15k in sales per month
- Add 1 wholesale account per month
- Find out the problems
- Remind current customers what we can do

Action

- Set aside 1 day a week to visit current wholesale accounts
- Seek out new accounts
- Train countermen on better wholesale tactics
- Train countermen on repair link
- Find out what wholesale customers prefer.

Wholesale

Implementing this plan as soon as possible should result in a noticeable increase in overall sales in a relative short time. With the my team proficient with wholesale customers and the tools needed to complete the sale should provide trust with our customers resulting in customer retention.