

# Portal Salesman

Sosialisasi Panduan Penggunaan Portal Salesman

#### Copy & Paste Link di halaman Google Chrome/ Firefox

• Link : <u>https://b2b.daya-motor.com/</u>

• Klik menu "Sign in"

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## Log In Portal

 Untuk Log In gunakan akun yang sama yang digunakan untuk masuk ke Portal B2B

• Untuk masuk ke menu Dashboard Salesman, klik gambar kotak yang ada di pojok kiri atas.

• Link untuk mendaftarkan akun ke Portal Salesman

https://forms.gle/NR9UUbc2fH5LwW Kf6

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## Menu Dashboard Portal

Klik menu "Portal"

Setelah Klik menu "Portal", akan muncul Dashboard yang berisikan informasi untuk Salesman





### Personal Target Salesman

• Dashboard ini berisikan informasi mengenai :

"Achievement Bulanan" dari masing masing Salesman beserta "Target"

B1 : Actual Sales

B2 : Percentage

• Orange :

Target dan Sales Akumulasi (1 Tahun)



## Menu Leads Prospect & RO

• Leads Prospect

H1 : Data Leads Showroom H23 : Data Leads Bengkel

• Repeat Order

H1 : Data RO Showroom

H2 : Data RO Bengkel

| • -×                        | •                                           | DAYA Motor |
|-----------------------------|---------------------------------------------|------------|
| LEAD PROSPECT               | Repeat Order H1                             |            |
| Prospect Anda               | Total: 1                                    |            |
| TOTAL:0                     | 1 HARDIANA, TANJUNG PANDAN,<br>081367022650 |            |
| 1 PORTAL-L/BEL01/2208/08158 | Last Term.: Jun-10, 2022, DP: 3.3M, FIF     |            |
| 2 PORTAL-L/BEL01/2208/08160 | Detail                                      |            |
| 3 PORTAL-L/BEL01/2208/08159 |                                             |            |
| Detail                      |                                             |            |
| Prospect Anda               |                                             | × .        |
| H23                         | Repeat Order H2                             |            |
| TOTAL:0                     | Total : 65                                  |            |
| 1                           | 1 ENDI, BADAU, 087890940326                 |            |
| 2                           | Last Term.: 2022-09-20                      |            |
| 3                           | I                                           |            |
| Detail                      | Detail                                      |            |
|                             |                                             |            |
|                             | <u></u>                                     |            |

#### Menu Account Receivable (AR) / Piutang

• Menunjukkan sisa hari pembayaran AR

• Menunjukkan rata - rata / average Nominal yang harus ditagih



#### Menu Program Promosi

• Menu ini menunjukkan Promosi yang sedang berlangsung di bulan yang ditentukan



#### Menu Available Stock

• Data ini menunjukkan "Stok Barang yang Tersedia" di masing - masing cabang

• **Product** : Jenis Motor

• **Qty** : Jumlah Stok



#### Sales Team

- Penjualan by sales team
- K1 / K2 / K3

K1 : Bulan berjalan

K2 : Sales M-1

K3 : Sales M-2



#### Outlook Insentif

• Data perkiraan insentif untuk salesman di bulan berjalan (M)

• Data insentif untuk salesman di bulan sebelumnya (M-1)

• Av. Insentif : Rata - rata insentif yang didapatkan salesman dalam 1 tahun



## Follow Up Leads Prospect

Berisi data dan informasi mengenai "Leads" H1 & H23 beserta dengan statusnya

Untuk melihat data Leads, dapat Klik lingkaran merah

| • - ×                                                      | 08:58 💰 🔹 🙆 🛱 😭 📰 .11 87% 🖬                                         |
|------------------------------------------------------------|---------------------------------------------------------------------|
| LEAD PROSPECT                                              |                                                                     |
| H1                                                         | PORTAL-L/BEL01/2208/08160                                           |
| TOTAL : 0                                                  | ✓ +<br>✓ 1/1 < >                                                    |
| 1 PORTAL-L/BEL01/2208/08158                                | ¢¢; ▼ Follow Up 1 More ▼                                            |
| 2 PORTAL-L/BEL01/2208/08160<br>3 PORTAL-L/BEL01/2208/08159 | PORTAL-L/BEL01/2208/08160                                           |
| Detail                                                     | Data yang diisi harus sudah benar! Harap dipastikan sebelum<br>WON! |
| Prospect Anda                                              | Branch<br>[BEL01] BELITUNG                                          |
| H23<br>TOTAL : 0                                           | 08/07/2022<br>Division<br>Showroom                                  |
| 1                                                          | Ada KTP?<br>Tidak                                                   |
| 2                                                          | <b>KTP</b><br><b>Mobile</b><br>081234679461 Cari di ODM?            |
| 3<br>Detail                                                | No KTP<br>Nama Customer<br>Berlin sauri<br>Address<br>Jenis Kelamin |
|                                                            | Perempuan<br>Opportunity Status                                     |

DAYA Motor

## Follow Up Leads Prospect

• L1:

Keterangan data berupa "Draft / Opportunity"

• L2 :

Untuk mengganti Status Leads berdasarkan "FollowUp"

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| PORTAL-L/BELO                                      | 1/2208/0816        | 50              |           |            |
| <ul><li>✓</li></ul>                                | <i>y</i> e -       | 1               | /1 <      | >          |
| ¢5 ▼                                               |                    | Follow          | Jp 1      | More 🗸     |
|                                                    |                    | Ê               | Draft     |            |
|                                                    | 01/0000/0          |                 | Opportu   | Inity      |
| PURTAL-L/BEL                                       | .01/2208/08        | 8160            | VI/c      | 42         |
|                                                    |                    |                 |           |            |
| Data yang diisi harus su<br>WON!                   | dah benar! Harap ( | dipastik        | an sebelu | m          |
| From Generate ODM                                  |                    |                 |           |            |
| Branch<br>[BEL01] BELITUNG                         |                    |                 |           | _ 1        |
| <b>Tanggal</b><br>08/07/2022                       |                    |                 |           |            |
| Division<br>Showroom                               |                    |                 |           | _ 1        |
| <b>Ada KTP?</b><br>Tidak                           |                    |                 |           |            |
| <b>KTP</b><br><b>Mobile</b><br>081234679461 Cari d | li ODM?            |                 |           |            |
| <b>No KTP<br/>Nama Customer</b><br>Berlin sauri    |                    |                 |           |            |
| Address<br>Jenis Kelamin<br>Perempuan              |                    |                 |           |            |



# Contact Person

#### Sirly 081219116253

Gerald 08972408474

#### Thankyou