

Лимиты и маршрут согласования



Limits

47% margin, 10k euro	43% margin, 25k euro	40% margin, 50k euro	31% margin, 100k euro	No limits
Продавец (регулярка)	Продавец (проектный)	Региональный менеджер	Директор по продажам	Генеральный директор/Финансовый директор

Approval hierarchy

Quotations made by level 1 – 3 managers must be approved by Regional manager.

If quotation is above limit of Regional manager it must be approved by Sales Management.

If still above limits then must be approved by Managing Director.

Quotation must have OK from all levels above to be approved by Managing Director.

Open topics :

- 1) Ability to approve (open Nemesys links) from mobile phone.
- 2) Consider a substitution mechanism for vacation time.

Маршрут согласования

