

Sales Forecasting



Sales Operations

- Review and validate current sales forecasting
- Support sales management with forecasting inputs and what-if scenarios
- Review forecast accuracy and recommend necessary actions to Sales Management



Sales Management

- Review and override sales forecasts
- Optimize sales forecasts through conducting what-if scenario exercises
- Analyze gaps in commits and make necessary adjustments
- Drive forecast accuracy



Sales Finance

- Set financial targets and constraints
- Review forecasts and forecast accuracy