

1. Lead generation tool for sales

Attachments: [Sample Data](#)

GoComet's sales team perform cold-calling and other cold-outreach by shortlisting top companies in a given sector such as Pharmaceuticals, Steel, Automobile, FMCG, Chemical, Textile, etc searching their top personnel and decision-makers' (Head/Director of Logistics, Head/Director of Procurement, CFO, CIO, COO, CEO)

Current Process

1. We have a list of companies grouped by country and sector
 - a. Example: Textile Companies in Europe
 - b. Enerpat Group UK Ltd. Office in Essex, UNITED KINGDOM.
 - c. White Cross Rubber Products Ltd. based in Lancaster, UNITED KINGDOM.
 - d. J&D Wilkie Ltd.
 - e. Mastercut Cutting Systems.
 - f. Sintex, a.s.
 - g. Ningbo Sinobaler Machinery Company Limited.
 - h. Hydraulic Recycling Machinery Jovisa, S.L.
 - i. EuroSMC S.A.
2. Given a Company Name (Example: J&D Wilkie Ltd, Ningbo Sinobaler Machinery Company Limited, EuroSMC S.A.) Fetch a list of potential decision-makers (Head/Director of Logistics, Head/Director of Procurement, CFO, CIO, COO, CEO, etc) from the company using the company website and other social media platforms such as LinkedIn.
3. Fetch all possible details of the above employees of the company and create a master against the company name. Must have fields include LinkedIn Profile, Email, Contact Number, and Designation.
4. Our Sales team contact the Decision Makers through LinkedIn and Contact Number.

Requirement

GoComet wants to build a single-page application for its sales team. This application will give a single view of information of different industries like Pharma companies, chemical companies, steel companies Etc. The sales team can see all the information from a single page and it will help them to contact that company directly using that web app.

Expectation

The Application will have industry and company names pre-fed into the system. The Sales Team user will select the industry and company. Once the user clicks on 'Get Info', the application will display all the Decision Makers' information which includes but is not limited to Name, LinkedIn Profile, Email, contact number on the application page. Provide useful filter for same.

Create a dashboard with useful information considering UI/UX from a sales user's perspective. Assume suitable information as and when required to enhance the solution

2. Procurement System

Manufacturing and Pharmaceutical companies such as Prestige, Sun Pharma require a variety of raw materials for their products. These raw materials are sourced from multiple vendors (a single type of product/raw material can be sourced from more than one vendor). The agreement for the product is contracted in advance and for a specified duration such as a month, quarter, or year, i.e. every agreement has an agreement start date and agreement end date. Once the agreement date is close by (less than or equal to 15 days from today), the manufacturer floats a new RFP (Request for Proposal) among his vendors for a new agreement and selects the best agreement. An agreement consists of the agreement start date, agreement end date, the total cost per unit for the product, and whether the delivery of the product is the vendor's responsibility of the manufacturer has to pick up the product from the vendor's site.

Keywords:

1. Product: Raw material used by the manufacturer. There will always be multiple vendors for a single product
2. Product Master: Internal Master/list of all products used by the manufacturer
3. Vendor: Sells the raw material/product. A single vendor can provide multiple products
4. Manufacturer: Uses raw material to produce finished goods
5. Agreement: A mutual understanding between Vendor and Manufacturer regarding the cost per unit for a product, start and end date of the agreed-upon cost, delivery responsibility. An Agreement consists of
 - a. Total cost per unit
 - b. agreement start-date
 - c. agreement end-date
 - d. delivery mode: either by vendor or pickup by the manufacturer.
6. RFP: Request for Proposal / Agreement made by Manufacturer and sent to Vendors

Current Process

1. The Procurement Team identifies all Agreements which will be expiring in the next 15 days.
2. Procurement Team Floats a new RFP among the vendors through email with a deadline
3. The vendors respond to the RFP by replying to the email with an agreement
4. The Procurement team does not accept any Agreement beyond the deadline
5. Upon receiving the Agreement, the procurement team has an option to negotiate by submitting a counter/target price per unit
6. Once the final Agreement rates are received from all vendors, they are compiled together and one or more Agreements out of all the received Agreements are selected by the Procurement team.

Requirement

You are expected to create a web application that would digitize the above process bringing all the stakeholders on a single platform. The above process takes around 45 minutes for one Agreement and with the help of a web application and your creativity, you can reduce the time to 15 minutes per Agreement. Assume suitable information as and when needed.