

July—2019

The Most Comprehensive News Bulletin



Dear Team mates,

Happy to share with you that we have touched another land mark sale of 170 lak during June and I congratulate and appreciate all who have contributed.

Though it is creditable performance, we have just grown by only 10 lak over last month which is the concern. I want everyone to explore the immense potential you have to grow in professional life. Lot of exciting things you are going to witness in the coming months and I appeal each one of you to explore potential and record highest ever sale for your territories by successfully launching new products and by strengthening our unique products. Looking forward to another landmark sale of 2 crores during July 2019 and I wish you all the best

Udaya Kiran
CMD- Starus Group



“Good content isn’t about good storytelling. It’s about telling a true story well.” - Ann Handley

Dear Colleagues,

We have been consistently progressing in sales and I appreciate all performers. But, the big gap even today is that, we do not have sizeable prescriber base and dependency in majority of places is on few core customers. We have to come out of this trap and the only mantra is to work on non-prescribers with our new products namely Amichain & Cognilong plus in Starus and Myotrend diskettes & Fenreek L in spanus apart from our unique brands with proper content delivery as expected through promo tools. We are going to increase product strength by launching excellent products during second quarter in all the divisions. I once again appeal to each one of you on the necessity of increasing prescriber base for each territory. To start with can we add 10 prescribers addition as challenge for every territory in the month of July ?. Let us see who are all going to take up this challenge and win over the game ...

M Ramesh Kumar Director - Marketing

Starus June-2019

Congratulations!



Mr.C.SURESH - ANANTAPUR

NO - 1

132%

34.41 Lac

Spanus Sales June-2019

HQ	Target	Sale	Ach %
ANANTAPUR	273326	360719	132%
GUNTUR	280416	345244	123%
Jammu & Kashmir	447600	520772	116%
GULBARGA	280416	302732	108%
ONGOLE	404455	419304	103%



MR. G NAGARAJU, NALGONDA

144%

Starus Sales June-2019

1.35 Cr

NAME	TERRITORY	ACH
MR. G NAGARAJU	NALGONDA	144%
MR. DADA H KALANDAR	BELLARY	114%
MRS SUDHA RANI	GUNTUR	102%

Congratulations!

Spanus June -2019

STARUS AND SPANUS ACTIVITIES



Starus & Spanus Qtr 1 sales Achievement

HQ	TARGET	SALES	ACH %
GULBARGA	801287	890618	111%
ANANTNAG/SOPORE/SRINAGAR	1292307	1395864	108%
KARIMNAGAR	1001244	1048000	105%
ONGOLE	1155729	1193252	103%
ELURU	865707	891936	103%
WARANGAL	2130848	2188061	103%
VIJAYWADA	901138	925043	103%

HQ	TARGET	ACH	% ACH
DAVANGERE	720000	830002	115%
BELLARY	612750	672476	110%
BIJAPUR	612750	625084	102%
NALGONDA	6,12,750	6,18,256	101%

Starus and Spanus Coverage and Call Average

S.no	Field Force Name	Desig	HQ	Listed Dr. Visits	Cumulative Call Avg
1	BOLLU RAJU	SSO	HYDERABAD	214	10.7
2	SRINIVASKUMAR S KOPPIN	SO	GULBARGA	206	10.61
3	PUNITH KUMAR B	SO	DAVANGERE	223	10.57
4	DADA HAYATH KHALANDER	SO	BELLARY	187	10.2
5	B KIRAN KUMAR	SO	HYDERABAD	228	10.13
6	S VIJAYKUMAR	SO	PANJAGUTTA	205	10

S.NO	Field Force Name	DESIG	HQ	Listed Dr. Visits	Cumulative Call Avg
1	PUNITH KUMAR B	SO	DAVANGERE	223	10.57
2	DADA HAYATH KHALANDER	SO	BELLARY	187	10.2
3	KARUN KUMAR JMD	SO	HUBLI	189	9.68
4	RAJU N	SO	SHIMOGA	191	9.59
5	ABID LATHORI	SO	BIJAPUR	205	9.55
6	G. NAGARAJU	SO	NALGONDA	235	9.4

INCREASE EFFICIENCY OF SALES DEPARTMENT

Growth with Salesforce Consulting Partners Every business needs to understand the market and customers well to expand and grow. And to assist every department of the company, especially sales department, it is very crucial to have an integrated CRM system with which you can easily connect with your customers. In order to increase sales efficiency, Salesforce hierarchy management is utmost necessary as it helps business deal with the challenges and keeps their clients satisfied. It is very difficult to survive in a dynamic environment and you can face many issues, maintaining customer base, which could restrict your business to sustain the growth. Salesforce consulting partners help you find out those difficulties rapidly and provide effective solutions to eliminate the barriers by identifying the most valuable customers managing sales activities related to goods and services. Salesforce consulting partners obtain a complete view of customer, which is the trickiest task to perform. The process of analysing the customer based on their history is very irritating as it requires a deep investigation of their behaviour, which is done by Salesforce consultancy. Salesforce CRM offers flexible solutions to businesses as per their needs and preferences that can only be achieved from a reputed and well established company. Therefore, it is wise to do your homework before hiring a professional Salesforce CRM company. It is advisable not only to look for a esteem consultancy, but to look for one that is most suitable for you in the form of budget and services you desire. Several Salient features of certified Salesforce consultants are as follows:





1. Sharing of relevant information can be shared quickly and effectively among the team which can increase the work efficiency and help the company connect with customers with no trouble.
2. You get the security and rapidness of cloud based services as it will allow you to work resourcefully.
3. Planning and strategies can be made quicker to expand the business swiftly.
4. Dealing with issues that restrict the company to achieve their goals becomes easier.
5. It saves a lot of time and effort in exchange for a minimal amount.

Wishing you all the best

Sales Department



JULY BDAYS
S R SURBRAHMANYAM 16th
RASHEED PASHA 5th
PRADEEP K 22nd
HEMA RAJU 1st
B RAMESH BABU 1st
Y SRINIVASA BABU 21st
SHRIPATHI HARISH KUMAR 8th
SUDHEER KUMAR REDDY CHALLA 25th
CHADARAM RAVESH 19th
YUSUF KHAN PATAN 7th



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