

ABSTRACT

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ACTIVITY SALES AND MONITORING AT PT NIPPON INDOSARI CORPINDO Tbk.

During my work activities at PT Nippon Indosari Corpindo Tbk. (Sari Roti), I carry out sales process business activities and monitor sales at Sari Roti, especially the General Trade channel. I analyzed directly starting from the incoming order process from agents or distributors to Sari Roti, the process of preparing raw materials, production, delivery to agents and distributors to delivery to shops by distributors as well as direct sales by hawkers from agents.

After that I also monitored sales results by hawker agents as well as bread sales at shops sent by distributors. So that I understand the business process as a whole, the constraints and constraints that occur, which in the end find solutions to the existing constraints, for overall improvement.

Keywords: *Monitoring in detail we will know the problems and know the solutions*