

The logo consists of the letters 'HR' in a bold, white, sans-serif font, centered within a dark red square. This square is layered on top of several other similar squares, creating a stack effect with varying shades of red and white.

**HR**

**Days**

**HUMAN RESOURCES MANAGER  
= SALES MANAGER**



Mojca Domiter  
14.-15.03.2013.

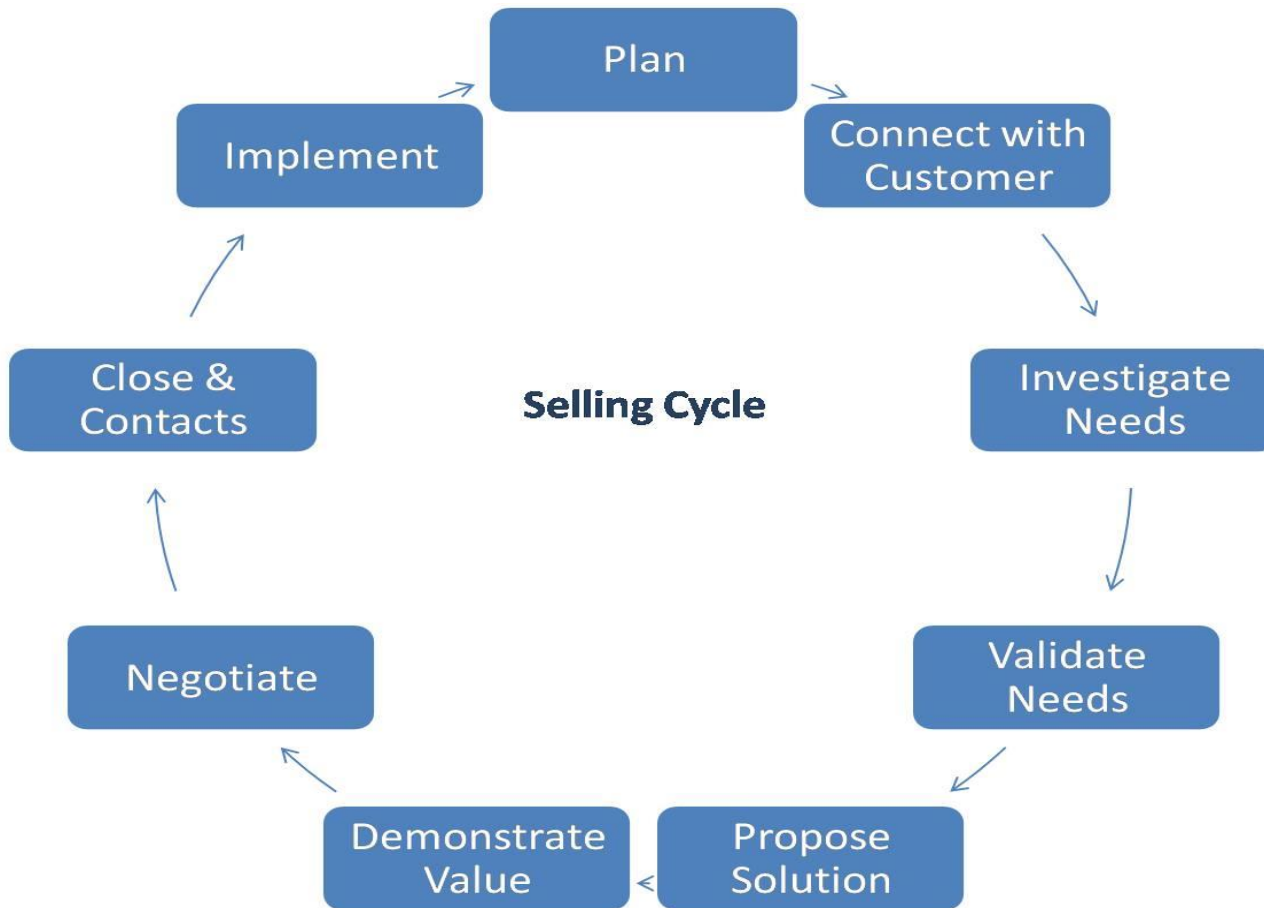
IS IT LIKE THAT IN YOUR COMPANY?

IF YES HOW DO WE CHANGE THAT?

IF NOT HOW DO WE MAINTAIN THAT?

..and spread it around 😊 😊 😊?





# OUR POLICY

## RULE 1

THE CUSTOMER IS  
ALWAYS RIGHT!

## RULE 2

IF THE CUSTOMER  
IS EVER WRONG,  
REREAD RULE 1.

# Evolution of Sales



My Product Fixes Everything  
Lies and Deceit



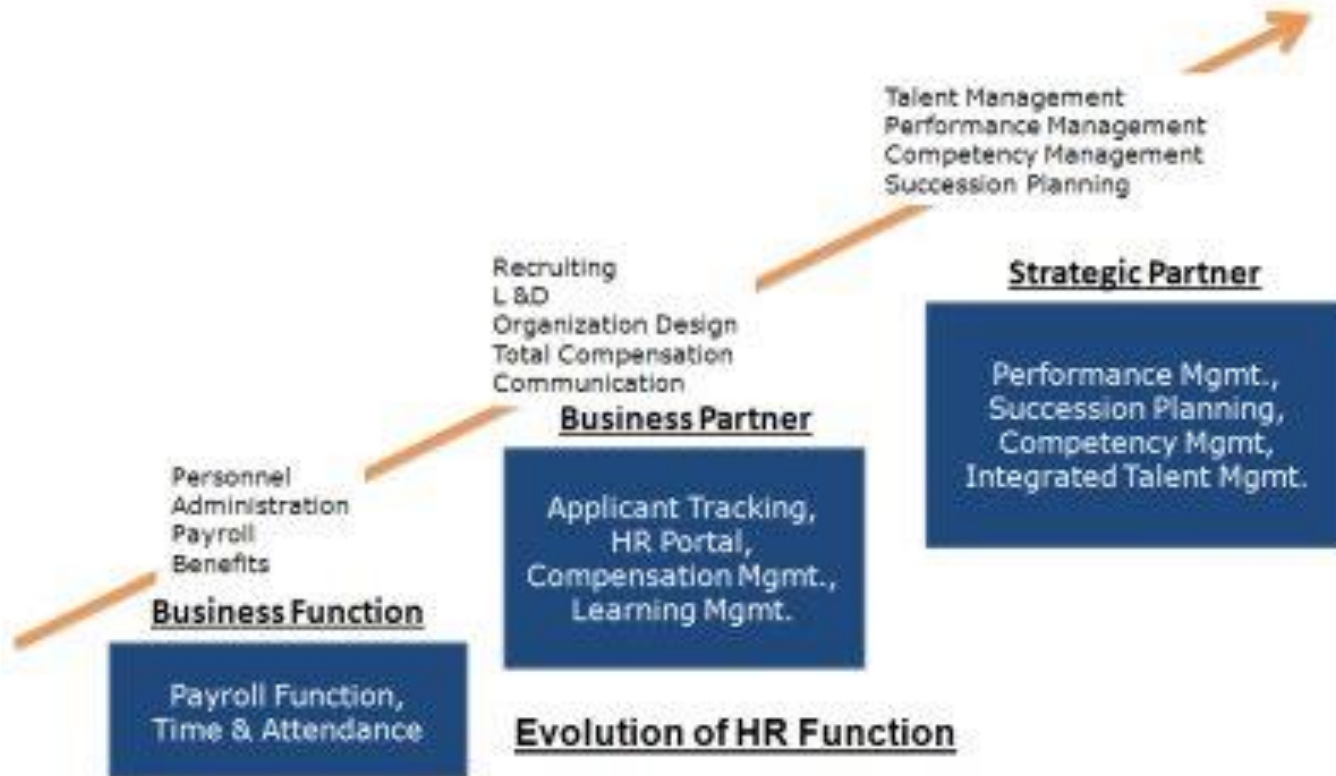
No is not an option  
Make 200 calls and you will get 1 sale  
Inefficient

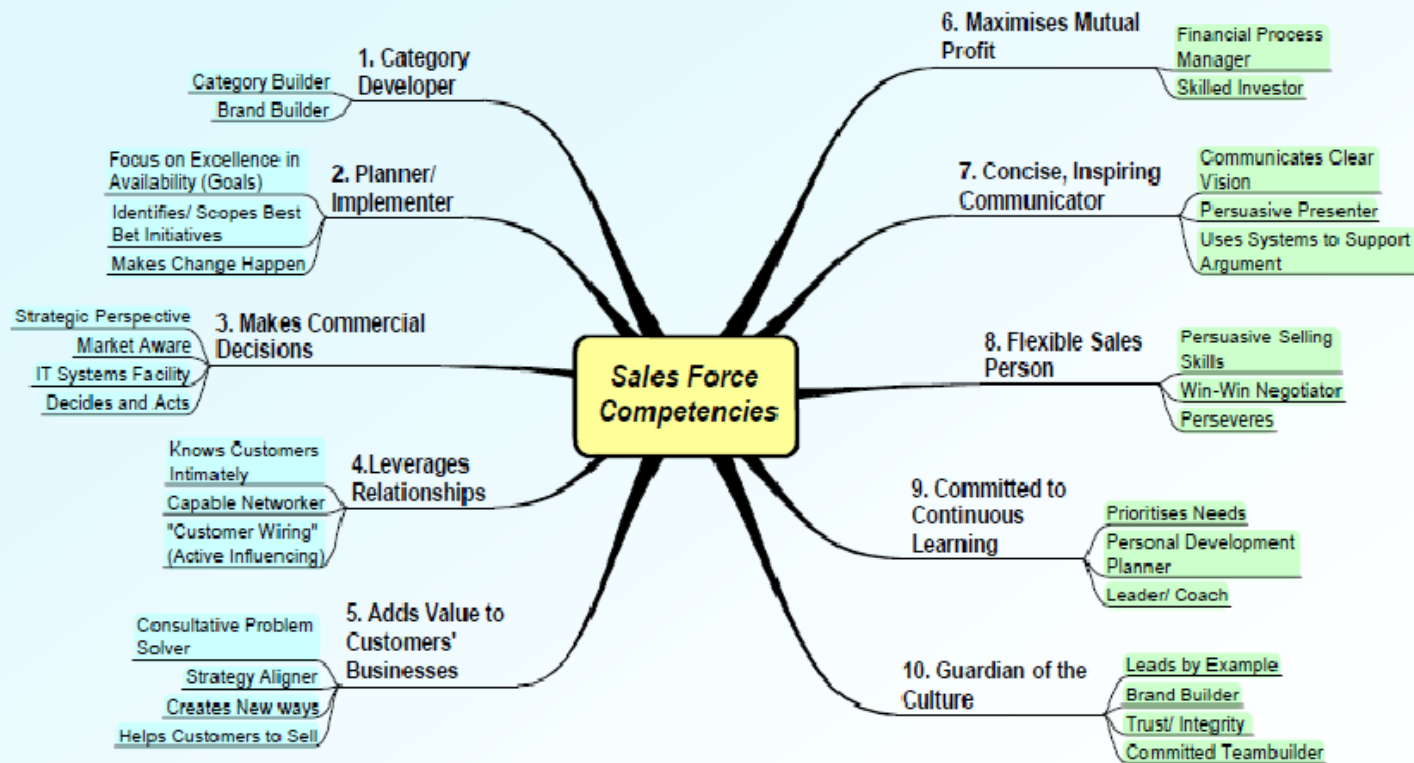


Selling to a technical audience  
Selling features and functions  
Your product becomes a commodity



Selling Value to Targeted Customers  
Know what your prospect looks like  
Know the value of your solution  
Efficient





CLIENT ORIENTATION  
COMMUNICATION  
TEAMWORK  
ACCOUNTABILITY  
CREATIVITY  
BUILDING  
TRUST  
EMPOWERING  
OTHERS  
JUDGEMENT/DECISION-MAKING  
TECHNOLOGICAL AWARENESS  
COMMITMENT TO  
CONTINUOUS LEARNING

UNITED NATIONS  
CORE VALUES  
INTEGRITY  
PROFESSIONALISM  
RESPECT FOR  
DIVERSITY

VISION

LEADERSHIP  
PLANNING  
& ORGANIZING  
MANAGING  
PERFORMANCE

HR

Days



- CREDIBLE ACTIVIST
- CULTURAL STEWARD
- TALENT MANAGER/ORGANISATIONAL DESIGNER
- STRATEGY ARCHITECT
- BUSINESS ALLY
- OPERATIONAL EXECUTOR



*I*  *my job*

THANK YOU!



barcaffé



Najlepše želje

TEMPEL



kalnička



NAPOLITANKE



farmacia+

