



Creating a World of Leaders



SPECIALIZATION IN SALES AND DISTRIBUTION MANAGEMENT

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ABOUT US

N.I.M.S is a division of Norwich Group based in South India for more than a decade. Norwich Institute of Management Studies helps in training, online courses and online exams. All the Certificates are affiliated from International Council of Distant Education (ICDE). All the online courses and exams will be well monitored by the institution and, the provided certificates are ISO certified and can also be used for International Travel and study based programs.



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WHAT IS SALES AND DISTRIBUTION MANAGEMENT

Sales refers to the exchange of goods/ commodities against money or service. It is the only revenue generating function in an organization. It has formed an important part in business throughout history. Even prior to the introduction of money, people used to exchange goods in order to fulfill the needs, which is known as the barter system. The seller of goods has to transfer the title of ownership of the item to the buyer upon an agreed price. A person who sells goods or services on behalf of the seller is known as the salesman/woman. Distribution is the process of making a product or service available for use or consumption to the end consumer or business.

JOB PROSPECTS & OPPORTUNITIES

- Sales Officers *Creating a world of leaders*
- Sales Manager
- Business Development Executives
- Distribution Manager
- Purchase/Vendor Development Manager