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Buyer Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

Link Link

Involved contact for an account that holds the formal authority to select the supplier and to arrange terms of condition

Label(s)

- involved_contact

Business potential Created Jan 22, 2019 (05:44) by Unknown User (Sylvain Michel Alexandre Pingont)

Definition

Link Link

Functionality in Salesforce.com allowing to enter the expected potential for an opportunity product in the next 5 years in terms of yearly volume, target unit price and contribution margin

Label(s)

- opportunity
- opportunity_management