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

Definition

[Link](#) [Link](#)

Process in Salesforce.com that allows to follow revenue forecasts and revenue recognition, and manage the lifecycle of an opportunity.

Label(s)

- [opportunity](#)
- [Salesforce.com](#)

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

Definition

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An opportunity is any potential business able to generate sales revenues with existing customers or prospects. There are three types of opportunities in Salesforce.com: Product Qualified (growth), Product Requiring Qualification and Recurrent Business.

Label(s)

- [opportunity_management](#)
- [Salesforce.com](#)
- [Opportunity_management](#)

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

Definition

[Link](#) [Link](#)

Solvay product linked to an opportunity in Salesforce.com

Label(s)

- [opportunity](#)
- [opportunity_management](#)
- [product](#)

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

Definition

[Link](#) [Link](#)

List of Solvay colleagues that are directly involved in the opportunity and for whom a specific role can be defined in Salesforce.com (Account Manager, Customer Service Representative, Business Development / Marketing, Global Key Account Manager, Key Account Manager, Sales Support, Technical Marketing, Research & Innovation)

Label(s)

- [opportunity](#)
- [opportunity_management](#)

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

Definition

[Link](#) [Link](#)

The person creating or logging the information, a complaint for example

Label(s)

- [Complaint_Management](#)
- [complaint](#)
- [complaint_management](#)