

B

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

Definition

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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

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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](#)