



**VIRTUAL
MALL**



SALE MANAGEMENT SYSTEM

“Tracking your leads more effectively is critical to your sales process.”



www.vmall.salaartech.com

ONLINE SALE



For private consumers around the globe

the most well-known form of e-commerce falls into the business to consumer (B2C) category, which includes online retail or online shopping. It refers to online purchases from bricks-and-mortar retailers, such as Walmart, as well as from web-only online retailing corporations such as Amazon.com or Rakuten.

In 2017, an estimated 1.66 billion people worldwide purchase goods online. During the same year, global e-retail sales amounted to 2.3 trillion U.S. dollars and projections show a growth of up to 4.48 trillion U.S. dollars by 2021. In Asia Pacific, e-retail sales accounted for 12.1 percent of retail sales in 2016 but only for 1.8 percent of retail sales in the Middle East and Africa.

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ACCOUNT RECEIVABLE

What are 'Accounts Receivable - AR'

Accounts receivable refers to the outstanding invoices a company has or the money the company is owed from its clients. The phrase refers to accounts a business has a right to receive because it has delivered a product or service. Receivables essentially represent a line of credit extended by a company and due within a relatively short time period, ranging from a few days to a year.

BREAKING DOWN 'Accounts Receivable - AR'

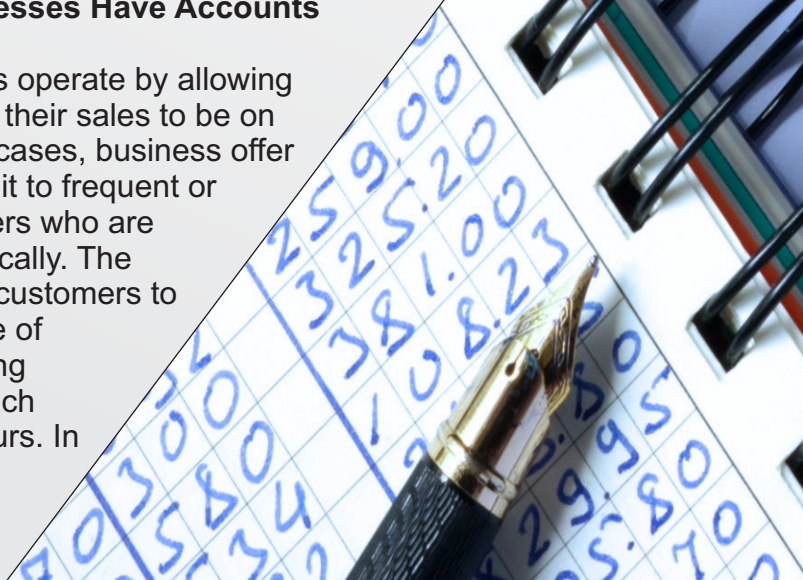
On a public company's balance sheet, accounts receivable is often recorded as an asset, because there is a legal obligation for the customer to remit cash for the debt.

Why Do Businesses Have Accounts Receivable?

Most companies operate by allowing some portion of their sales to be on credit. In some cases, business offer this type of credit to frequent or special customers who are invoiced periodically. The practice allows customers to avoid the hassle of physically making payments as each transaction occurs. In other cases,

accounts receivable

4117256	7835500
5122635	2405405
3445856	6500223
5288436	2050495
22135	2030144
	7042025
	524



AFFILIATED SALE MODEL

Affiliate marketing is also called "performance marketing", in reference to how sales employees are typically being compensated. Such employees are typically paid a commission for each sale they close, and sometimes are paid performance incentives for exceeding objectives.

Affiliate marketing is the process of earning a commission by promoting other people's (or company's) products. You find a product you like, promote it to others and earn a piece of the profit for each sale that you make.

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BUSINESS FOR EVERYONE (7/24 SHOP)

Welcome to Business-to-Everyone (B2E).

Buyers of business products long relied solely on sales contacts for information about new products and services. But today, thanks to the rise of mobile and social technology, the role of the sales team in the business purchasing process is dramatically changing.

Lots of people want to start a business. But not everyone has what it takes. The proportion of those who merely want to be entrepreneurs will always be higher than that of the few who actually start a business.

Business for Everyone Guide:

Practical Information and Contacts 88. Iceland Doing Business for Everyone Guide: Practical Information and Contacts 89. India Doing Business for Everyone Guide: Practical Information and Contacts 90. Indonesia Doing Business for Everyone Guide: Practical Information

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INTERNATIONAL EXPORT

(With Custom Clearance)

International Exports is an expert food and grocery exporter of American consumer brands to the Middle East and Asia with over 20 years of expertise in sourcing, consolidation, shipping and brand building to more than 30 international destinations.

The **term export** means sending of goods or services produced in one country to another country. The seller of such goods and services is referred to as an exporter; the foreign buyer is referred to as an importer. Export of goods often requires involvement of customs authorities. An export's counterpart is an import.

International markets offer huge opportunities for UK businesses. Finding and developing new markets for products is a hugely valuable avenue for expansion. Similarly, suppliers around the world offer a wide variety of goods that might suit your business. Trading internationally is very complex but – as with most things.



BRAND MANAGEMENT

In marketing, brand management is the analysis and planning on how that brand is perceived in the market. Developing a good relationship with the target market is essential for brand management. Tangible elements of brand management include the product itself; look, price, the packaging, etc.

Brand management is a function of marketing that uses techniques to increase the perceived value of a product line or brand over time. Effective brand management enables the price of products to go up and builds loyal customers through positive brand associations.

Brand management is the development of brand perception in the market. Constructing a positive relationship with the target market is vital for brand management.

