

Route To Market Distributor Evaluation Tool

Distributor

Distributor Manager/s

Date

Interviewed By

Region

Regional Sales Manager

Local Sales Manager

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User's Guide

This tool has been developed as a general example only and needs further development !
To assess the capabilities of your distributor complete the 4 element worksheets as show

Disclaimer

Enchange accepts no responsibility for the use of this tool. It is intended for guidance on

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	Score	Main Issues / Comments
<h2>1.Partnership</h2>	<p>Return value</p>	<p>No initial assessment or vision. No clear present. Lack of a focused strategy.</p>
Partnership		

Holland Enchange Manual

S Nieto



Holland Enchange Manual:

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