



FLAMINGO

WE DESIGN DREAM INTO REALITY

*We are professional interior designer and execution
company*

Home / Commercial Interiors

On-time Delivery | Reliable Results | Hassle Free Execution

FLAMINGO INTERIOR

WE DESIGN DREAM INTO REALITY

BUSINESS MANAGER



AGENDA

- In this presentation we will learn about
 - The **Description of responsibility** of a business manager
 - The **Operating duty** of a business manager





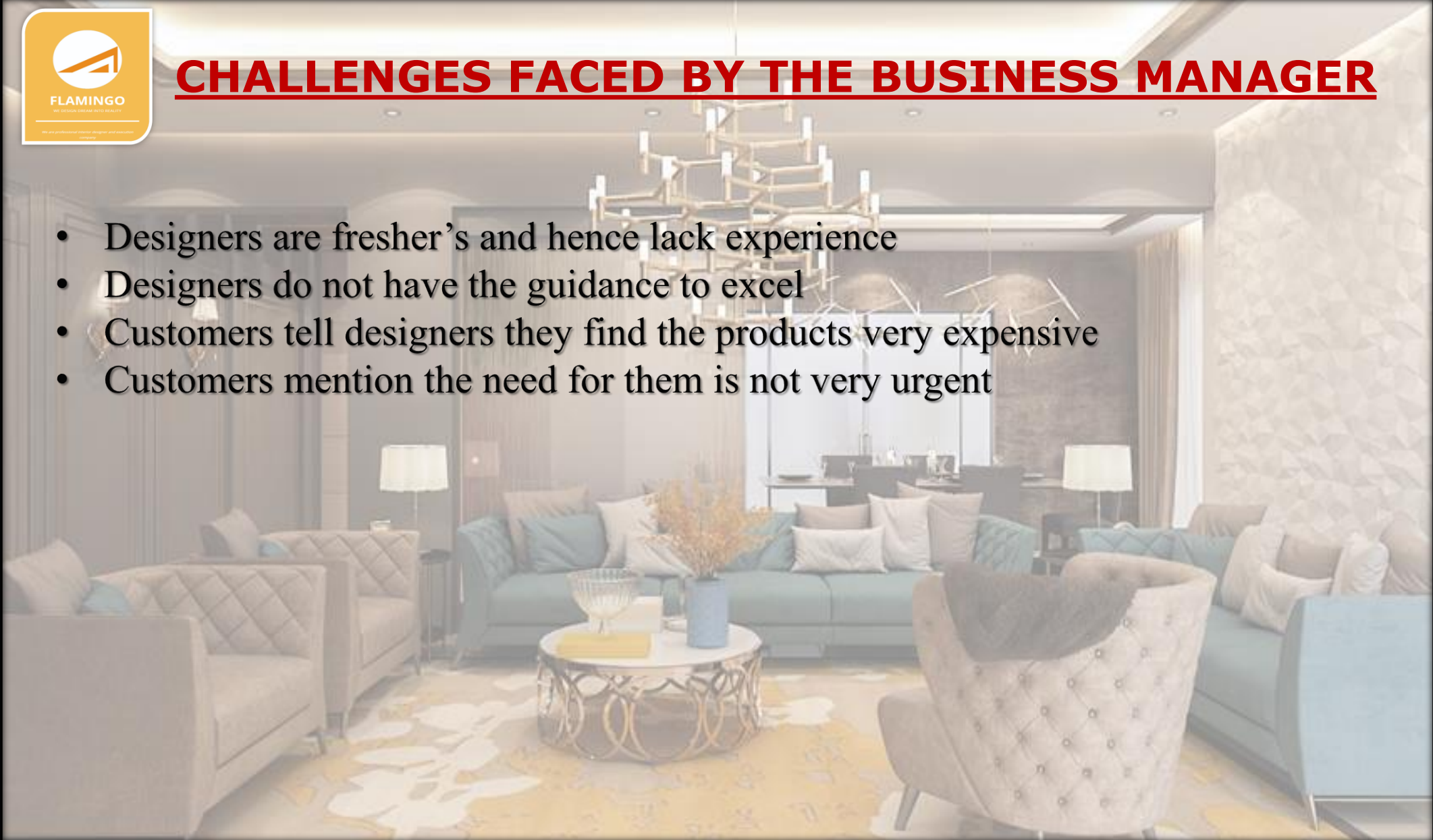
DESCRIPTION OF RESPONSIBILITY

- **A business manager is required to**
 - Will assist and keep a strong follow up with the designers from the stage of completing the designs, to completing the measurement and closing the deal
 - Depending on the situation and tenure of the designer, accompany the designer for the first few meetings
 - Responsible for evaluating the designers and bring them up the learning curve



CHALLENGES FACED BY THE BUSINESS MANAGER

- Designers are fresher's and hence lack experience
- Designers do not have the guidance to excel
- Customers tell designers they find the products very expensive
- Customers mention the need for them is not very urgent





SOLUTIONS

- Accompany the designer to client meeting
- Answer questions if designer needs assistance
- Test consumers psychology
- Inquire about design satisfaction
- If satisfied – give activity description and do negotiation promotion
- If dissatisfied – get modification done and put emphasis on next presentation





EVALUATION DESIGNERS

- Basis the experience and software knowledge, designers will be divided into 4 levels
- Level 0 and 1 will require assistance and guidance whereas level 3 and 4 are expected to be more proficient in there roles
- Business manager is expected to provide hand holding to level 0 and 1 designers
- Also ensure moving them up them up the learning curve to reach the next level



HAND HOLDING Level 0 and 1 DESIGNERS

- Business manager will check and ensure designers understanding of the design brief
- BM will check and ensure designer is aware of Flamingo products and prototype box
- BM will check and ensure the designer does proper space planning for a customer
- One most important aspects of a BM's scrutiny is to check if the designer has taken the site measurement properly
- The measurement have to be in mm (Millimeters) only
- BM has to actively involved with the designer during the complete bill cycle and generation



STANDARDS OF A BM'S DESIGN CHECKING

- Check if the space renderings are completed
- Check if the angles of all spaces are completed
- Check the PowerPoint to confirm if it meets the demand of the customer
- Confirm if the special requests of customers have been incorporated
- Confirm if the quotation is in line with the customer budget





STANDARD OF BUSINESS MANAGER **ROUTINE CHECK**

- BM should do routine check religiously after the designers first meeting with the customer
- The designer should have
 - Clear dimension and neat drawing
 - Meeting with customer scheduled in Delta
 - CRF form dully filled
 - Well documented record of communication information
 - Chosen the right angle to take picture
 - Ensure each space has one panoramic pattern
 - Uploaded payment information in Software



REVISED DESIGNS

Post approval of Business Manager, design to be submitted to Customer for approval

Unqualified designs to be resubmitted within one day

Business Manager has to approved designs

Designer to complete the design within one business day

After
the first
meeting



WORKFLOW

- Arrange the working hours of the designer
- Allocate leads to the designer
- Accompany the designer while on their onsite work if required
- Be a part of the customer analysis meeting when required
- Advice for improvement for designer's communication and presentation skills
- Improve the turnover rate for designers by evaluating them periodically





FLAMINGO

WE DESIGN YOUR BEST QUALITY
WE ARE PROFESSIONAL DESIGNER AND CONSULTANT

COMMUNITY MANAGER DELIVERING ON JOB TRAINING

- **BM should help the team of designers learn via role plays**
 - Do a role play of answering customer questions
 - Simulate the questions that the customer may ask, let the designer answer it and give advice
 - Do a role play on price negotiation





FEEL FREE, YOU ARE WITH FLAMINGO



**FREE ON-SITE
MEASUREMENT**



**FREE
DESIGN**



**FREE
3D RENDER**



**FREE
DELIVERY**



**FREE
INSTALLATION**



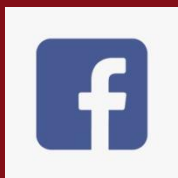
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Thank You!



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