

1°) EXPLOITER LE PLAN PUBLI-PROMOTIONNEL DES FOURNISSEURS ET OU DE LA CENTRALE

Un plan publi-promotionnel permet à un point de vente d'avoir une vision globale de toutes les actions promotionnelles à mettre en place sur une période donnée.

Cet outil est généralement utilisé par les grandes enseignes nationales afin de fournir leur planning promotionnel à leur succursale ou à leurs franchises.

2°) PROPOSER DES RESSOURCES MATERIELLES ET HUMAINES :

La mise en place d'une opération promotionnelle nécessite de mobiliser de nombreux moyens humains et matériels.

A Les ressources matérielles nécessaires à la mise en œuvre d'une action promotionnelle

Tous les produits en promotion doivent être mis en valeur sur un mobilier approprié ; un point de vente peut par exemple utiliser :

- une tête de gondole ;
- un îlot central ;
- une Broche ;
- une gondole fil.

Une fois le mobilier choisi il faut correctement implanter les produits dessus. Une gondole est implantée en prenant en compte le potentiel vendeur de chaque niveau et la facilité de manutention pour les employés :

- les produits volumineux et léger en haut ;
- les produits à forte marge au niveau le plus vendeur, celui des yeux et des mains ;
- les produits volumineux et lourds en bas pour éviter les manutentions.

B. Les ressources humaines utiles à la mise en œuvre d'une action promotionnelle

– La répartition du travail

La mise en place d'une action promotionnelle nécessite de mobiliser toute une équipe. Le responsable des plannings doit tenir compte des contraintes, des compétences de chacun des employés ainsi que de la législation du travail.

– Les éléments qui concourent à la motivation de l'équipe de vente

Il faut que l'équipe de vendeur mise en place ait envie de vendre et de mettre en avant les promotions, pour cela le manager devra :

- fixer des objectifs de vente clairs et motivants ;
- stimuler les performances grâce à des challenges et des récompenses ;
- valoriser tous les talents pour favoriser l'esprit d'équipe ;
- donner des signes de reconnaissance par le bais de félicitations ou de primes.

C. Les systèmes de gestion informatisés au service de l'offre promotionnelle

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Jin-Ying Zhang



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