Modeling of a given job's customer-supplier relations

PRO MIND
Management and Organisation Development

Internal customers

Head of R&D

External customers

Distribution network (wholesalers, import-export companies)
Decision-makers of customer companies

Supervisors

CEO
Head of Sales

Customer relationship manager

Subordinate positions

Customer advisors
Customer database specialist

Internal suppliers

Head of IT

External suppliers

Marketing partners (poster campaigns, news outlets, e-marketing)
Market research companies

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