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Marketing department internship report

Final Internship Report

The purpose of the Final Internship Report is for students to consolidate their learning and reflect on their overall PEY experience. Students will describe their accomplishments and demonstrate their development through participation in PEY. It is an opportunity for the student to describe the nature of the work they were involved in, the specific skills and knowledge attained, as well as highlight their contributions while working in a professional

Final Internship Report Submission

The PEY student is to upload the completed report on Blackboard along with the additional

The format should be as follows:

documents noted below

Double Spacing; 10 – 12pages; size 12 font; 1" margins

- · Cover Page include the following on the cover page: PEY Internship Report - The Year of your internship, e.g. 2013-2014
- o Name, Student Number, Discipline, PEY Company Name. . Disclosure Page: This page contains a statement from your supervisor indicating that he/she has read the report and that the information enclosed is correct and contains no confidential information. So simply create a page with the heading "Disclosure Page." Your supervisor may wish to scan in their signature

Disclosure Page:

This is to confirm that I have read the report and that the information enclosed is correct

Supervisor's Name: Supervisor's Signature: ____

FINAL INTERNSHIP REPORT

Master of Sustainable Development, Uppsala University

1. INTRODUCTION As a part of my Master studies in Sustainable Development I did a 16-week internship (18 July - 7 2011) at the Environment Protection Agency that was established in 2003 as an in subordinate to the Ministry of Environment of the Republic of Lithuania. Currently there are four departments at the Agency (Environment Protection State Control Department, Marine Research Department, Environmental Status Assessment Department and Environmental Research Department) and each one of them comprises of several divisions. I was doing my internship at the Waste and Polluted Territories Management Control Division within the Environment Protection State Control Department. My main duty was to assist in implementing the goals of the Division, which included

various tasks depending on the daily activities of my colleagues and the head of the Division. However,

the foremost area I specialized in was transboundary waste shipment. I started my internship by reading a bunch of national and international legislation, since it lays foundation for the work that my colleagues and I do. The most important is the Regulation (EC) No 1013/2006 of the European Parliament and of the Council on shipments of waste, as well as its amendments, the Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and their Disposal and several national laws that set rules and procedures for waste shipment and related documentation

2. TASKS / DAILY ACTIVITIES

Most of my daily tasks could be divided into the following categories

· Notifications for transboundary waste shipment. Generally it involves receiving required documentation (notification and movement forms, route, a list of carriers, contract between the notifier and the consignee and financial guarantee, if necessary), checking whether it complies with specific requirements, forwarding it to other competent authorities concerned and making the decision to either grant consent to waste shipment or not. Sometimes, even though all documents seem to be fine, we still cannot approve the intention to ship waste, for example if waste importer does not have the required technical capacity or necessary facilities to dispose

About the Internship

This report is a short description of my Four Weeks of Internship in HUM TV Network (HR Department). The internship was carried out within the organization, the Head office located at II Chundigar Road Karachi.

Although my majors are Marketing but my interest was always towards Human Resource (HR)

At the beginning of my Internship several task were assigned;

- Employees Leave Adjustment
- Entering of Employee's data to maintain a records Maintain Employee's old age Insurance cards
- Filing up all the leaves applications of employees in chronological form
- Sales Tax Invoices of employees related to travelling expense Management of Time Sheet (Absents, Late In, Early Out, Overtime Work)
- Manually controlling of Employee's Time in and out
- Employee's Benefit cards arrangements
- Create and filled up Interview assessment forms for the Interviews Assist an Orientation session with my Seniors for new employees in an
- organization · Screening the suitable CVs of the candidates for several departments
- Make 50 welcome bags for the students of PAF KIET for Job fair 2014
- Worked on Word Excel Sheet based on the Absenteeism and Late Counts
- Filing the Provident Funds files of the Employees Maintain Advance form files of the employees
- Maintain the Excel sheet for Annual Performance Appraisal 2013-2014 ✓ That contains key development needs, for Current, Future and Agreed. Development Measures.

My internship was totally focused on HR duties such as;

- Employees Performance Evaluations
- Staffing Recruitments
- Improving Organizational Performance

Handling promotional cases

Overall for me it was a good learning experience as I was doing a Business Studies, which will help me in my future career.

This internship report contains my activities that have contributed to achieve a number of my career goals.

For all this experience in the end I would like to thank all seniors.

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Competition AnalysisForce of the main competitorsPercentages of salesSouth Link Worldwide Ltd32%Aclas20%Crystal AgÃancias Crystal14%Paswa10%Datex8%Casio6%Other10%4.9 Positioning the competitive advantages of Crystal Agencies Company A© Of lower price, offering more benefits to customers, these characteristics differentiate the company from competitors. Although some problems made by the company from competitive advantages of Crystal Agencies signal open the account number of lo cal and update the Crystal Agencies software system. As usual, The main activities of the company are the sale of products. But we are still waiting and waiting to talk to him about the problem and almost after one phoned us from the waiting room to his room and started talking about the problem. This offer letter also contains the student of Business Administration as a compliance with the BBA degree I have to complete a business report. To prepare this report, I depend mainly on the experience and the secondary data, in addition©to these, I©also use primary data. Its other marketing strategy©is to© capitalize on opportunities©and face challenges through modification tasks and technical marketing. 3 Different rates for each item for sale in the A/C section, in the Section No A/C and for orders. It is difficult to take ORGANIZATIONAL PROFILE OF CRYSTAL AGENCIES2.1 Company history: Crystal Agencies was created 1995 under the provisions of the 1991 Law on Bangladesh Import and Export Companies. Therefore, for its quality quality a odnauq information from the respondent and fill in the question. 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We talked about the problem after some time he understood that this is not an @ error. This unit does not have a single authority to recruit technical @teams as needed for marketing and production units. @ Without adopting proper @tools, it is @ difficult to conduct a successful search. We received that invoice number and came to the office. A contract to satisfy the needs and desires of customers. No child labor allows the company to crystal power does not provide safety training for existing workers or for the latest designated personnel. The crystal power does not provide safety training for existing workers or for the latest designated personnel. The specific objectives are written below: ⢠To ed ed osu e otudorp od otnemivlovnesed o arap aig©Ãtartse mªÃt latsirc ed saicnªÃgA .aserpme ad o£Ã§Ãudorp ed ametsis o erbos otnemicehnoc For this reason there can be no place to set up big project or no type of big promotion. A company less promotional programs in comparison with competitors. Then the seller will give you a letter of offer that contains all the u conditions required for 3 and rules and regulations. Provide assistance through the development of the need for products on demand and prices for products on foreign markets. Introduction: The experience of training plays a vital role for each student to implement their 3 knowledge and gain a practical knowledge address. These customers are not doing business with Crystal Agencies 3 to five months. Public relationship strategies consist of product advertising to target customers, such as creating a website, lobbying relationship. Based on this µ information, I prepare this qualitative 3 because it was having an unstructured observational-based exploratory research methodology to provide insights from the ^{3 3 3} μ μ ³ Âln-experience when preparing this type of ³ report Al To follow the highest standards are μ. 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the job opportunity for BBA holder then I was sent my CV and they called me and take my interview and finally I got this job. Have branches in the main cities for securing maximum business. Authority of Northern University (NUB) assigns me to find a company for my internee and I also get opportunity to the Crystal Agencies. We thanked to him and
left that room. I was involved in a project that was like this: One sales person of Crystal Agencies and company rules is, when a sales person or to company and have to introduce alternative person who will deal with the customer on next
time. Company Insight, advertising, Catalogs of the Company brochures, books, reports etc are the source of secondary data. We are doing Indenting, Importing, Marketing, Industrial parts. The Company provides well temperature workplace for workers. 4. A
group of well-trained people always ensures the smooth operation of machinery and research team will always try to improve the new quality by research and development. 4.11 Pricing approaches: Companies set pricing, competition base
 pricing.Crystal Agencies company follow competition base pricing so the customers will base their judgments of products value on the price more that competitors. Prices List of Apparition: FEATUREEX-300EX-500ZEKA-02ZEKA
MTREMOL E.E.XPERTPLU1540021002200/10002000/10002000/1000100007500Department2010992050Key MemoryIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedIncludedInclude
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creating effective massages and selecting the most effective advertising medium to transmit messages to the large number of target audiences. Direct marketing strategy: the direct marketing strategy of the crystal agencies A© composed by direct correspondence of the target customer sending an offer. A customer and can do 3 with crystal
agencies. Customer Follow up: The sales man always has to accompany the existing customer, always have to take care of the customer with other sales people and that I have seen that the accompaniment means to make a good relationship with the
customer and get out of this good relationship with the 3 of the customers and say hi, ol and try to find out what our client facing. All restaurants, fast food, candy stores, 3 stores, beauty µ, communal centers, shopping malls, departmental stores, general stores, other large and medium sized stores. Each product support
page contains FAQs, a knowledge base that comprises technical manuals, e-mail and phone contact details, provisions to report a bug in the product/service, provisions to report a bug in the product/service, provisions to report a bug in the product/service and the comprises technical manuals, e-mail and phone contact details, provisions to report a bug in the product/service, provisions to report a bug in the product/service.
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them. So, when we go to this address, we saw that the client/company moved to an unknown place without giving their doubts in crystal agencies or informing the crystal agencies or informing the crystal companies Identify the
following competitors are competing extensively. All our products are made in Bulgaria Our point-of-sale equipment products include metrol scanners, epson and point-of-sale printers, MMF drawers and inserts, CAS scales, and many other products from <sup>3</sup> μ manufacturers. We offer Daisy's cash records. I see that the sales people made as a good
relationship with the customer that the customer that the customer that the customer will not diversify to another competitor but lolling about (it problem for sales people so that the sales person solves the problem). Stock 3. It embedded in one of the largest and major industries in Bangladesh. The people of the organization see
themselves as a tight team that believes in working together for growth. So I'm not fully involved in the marketing department. So that called us and ordered us to solve this problem and make the precise invoice. Now it's crystal agencies. This sector plays a vital role in the 3 sector of Bangladesh. In these guidelines, I stay in multiple departments on
multiple days and learn something new every day. I learned a lot from this company about the 3 work on the electronic company, dealing with the client. 3.2 Sales Duties: 3.2.1 Customers create: I have to learn to create customer and process like this: This is the first steps of the sales person. Non-direct sales means that we sell our product in ad laicos
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etse rasu medop sodanoicaler soic<sup>3</sup>Ãgen sortuo e oic<sup>3</sup>Ãgen etse raicini aredisnoc euq opurq o e erutneV weN.acin´Artele arodatsiger What are the μ issues of compliance in the electronic record, development execution, application of the business strategy and what are the important issues μ survive in the ECR market. Direct selling means importing
ECR and selling this product Direct consumer base Our marketing and sales team. 2.13 Our products: ECR: We offer point-of-sale equipment along with cash register manuals, ink ribbons and ink rolls. 6. A widely traveled person, he carries with him twenty years of experience in electronic products; marketing. Preserve the position of leadership of
the company in the national market on the side of the import. To learn about the company and its mechanism for distributing crystal agencies. In the first person, collect information praduation from the Business Administration
Department, Northern University, Bangladesh.1.5 Methodology: The 3 report plays a good role for me as a Bachelor of Business Administration, because it will somehow give me practical experience implementation of 3 knowledge. Therefore, there is no good relationship between the customer and our seller and no communication either. We get tired
of pretending to be a problem and I want to talk about the problem, but even he doesn't agree to talk to us about the problem. MD. Wali UllA<sup>©</sup> founding president of the crystal agencies in 1995. Marketing strategy in the establishment of quality organization stamp or similar μ to ensure the quality of the items of products in the necessary cases. So
they have to predict their <sup>3</sup> sales based on daily sales and also have to think about targeted sales. It is ~ to know the management system of this company. During my visit, I have seen that there are some of crystalline agency marketing that are given below: in the beginning, since sales activities manage manage to maintain their daily sales. Some
customer don¢ÃÂt want to give the balance is ok but you have to comer next time and collect the balance confirmation receivable copy. They mould their manners and etiquette, character individually to suit the purpose of the and the needs of the customers who are of paramount importance to the company. 5. Crystal Agencies Company dose not
set standard waste management system. So it is difficult to recruit required personnel.4.14.3 OpportunistsThe company is on of the dealers.2.10 Organization Chart of the Crystal Agencies (CA) ¢Ã¢Ã¢Ã¢Ã¢Ã¢ÃÂÂ.11 Number of Branches:Division and
DistrictNumber of DealersCompany AddressDhaka DivisionDhaka233/Kha, Rabeya Complex 3rd Floor, Mirpur- 10, Golchakkar, Dhaka ¢Ã 1216, BangladeshTel ¢Ã 8056619 atrabari 127/1, South jatrabari 127/1, South
sk Mujib Road, 3rd Floor, Dewanhat, Å Tel: 04433-302355Sylhet DivisionSylhet DivisionSylhet DivisionSylhet DivisionSylhet DivisionBarisal1Khulna DivisionKhulna12.12 Our Supply Chain: The supply Chain: The supply chain structure of Crystal Agencies (CA). Graph: supply chain structure Crystal
Agencies (CA) is an importer and they importing ECR from Europe (Bulgaria). This unit recruits management staffs only at the entry level manpower¢ÃÂÂs in the production units. I was gone to customer with that salesperson and confirmed balance confirmation letter. For this reason it can take any kinds of decision quickly. They have their own
office and come out. For this purpose company use internet e-mail, fax mail etc.4.13 SupportFor E-mail support, mail to: Å Âinfo@crystal-fawa.comà ÅÂ ÂFor telephonic support shall be 9:30 am to 5.00 pm (Saturday to Thursday). Ä ÂÂ ÂÔ ÂOUr product
support pages are packed with information to help you learn to use your Crystal products and resolve issues. Click on the Crystal product below to visit its product support page or fill up the Online Support Form givem below. Lack of Technical Knowledge: As a developing country the illiterate rate is high. For completing my BBA degree internship
report is one of the parts at the final semester of Department of Business Administration. Northern University, Bangladesh, That offer letter also includes that whether that customer will do business by credit system or cash system. AAA Continuous improvement of all work process, 2.9 The Key function of the total Company Every company has some
functions or activities. Crystal Agencies also tries to maintain total quality management to keep the continuous growth of the company.3.3 Problem Solving Some times customer faces various kinds of problem. During that time I did not have any organized or
systematic duty. CA Electronics Company seeks markets for total Bangladesh.. We also offer Cash Register Software, along with paging systems from J Tech, one of the leading silent pager companies in the restaurant industry. AÂÂ To maintain the delivery just in time. My
honorable supervisor Jannatul Mawa Nupur assigned me to prepare this report on ¢ÃÂÂMarketing Performance Analysis of Crystal Agencies: A Case Study on ECR Machine¢Ã This so§Ãerp a sotudorp serohlem so recerefo ©Ã acitÃlop assoN .rolav otla ed setneilc so moc otnemanoicaler mob mu retnam atnet erpmes aserpmE seicnegA
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these features differentiate the business from its competitors. Separate accounts for ÂÂBar-Food with separate summary. Crystal Agencies Company sometimes cannot pay the worker's salary on an appropriate weekly schedule, so workers are unhappy. Credit Card Settlement. The general objectives are to know the Crystal Agencies and the general
operational activities  Â company. Also monitor Mr. One day we received a problem from a customer that their credit invoice said, which we 3 not provide, is incorrect. But I have to know about all the work  Â arranging for our management to put us in each department for several days. This error happened due to the fact that the product 3 was full
of images. The company is fully committed and involved in international marketing activities. Next, another job of leaving the sales person A©, has to collect a balance confirmation letter signed by the customer that the letter includes all the dà © bito and cré calculation with the
customer. The lobbying strategy You will maintain relationships with legislators such as the government employee and the agency to obtain relevant advantages for <sup>3</sup>. ÂÂ Linguistic competence <sup>3</sup> μ ÂÂÂ 1. Fast & Neat Invoicing with accuracy 2. Display alphanumeric display user friendly rich. Management <sup>3</sup>: 1. For this reason capture information
from the order website visits, payment interaction, sales force contract.4.7 Target market: Crystal Agencies Company target all Hotel, Restaurants, Fast Food, Sweet Shops, Furniture Shops, Beauty Parlors, Community Centers, Shopping Centers, Community Centers, Shopping Centers, Sho
this product.Inflation and slow growth of the economy.Rate of dollar rapidly change.Chapter-05CONCLUSIONSà ÂAND RECOMMENDATIONS5.1 ConclusionsCrystal Agencies Company follows the national law and chemical industry standard working hours. Management scheduled me what time I will spend in what department. It is one kind¢ÃÂÂs
threats for the company. Now Government does not take action, those who are not using ECR. The mistake was that his product was reached the destination after to days to reach destination and when he understood the mater than he said no problem; they will continue business with us. One of my Internee periods we sales
person and I were gone to a client visit and when we reached his office, he said that they are not interested to continue business with us. Follow the Just in Inventory System 4.5 Marketing information system (MIS)Marketing information system consist of people, equipment, procedures to gather, analyze evaluate and distribute needed timely, and
 accurate information to marketing decision maker. Crystal Agencies Company records all information up to customers order to payments schedule. Then I have seen that customer is always not willing to cooperate us. us.
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