

Center Regional Manager Work Plan.

**Great
Place
To
Work[®]**

CERTIFICADA
Sep 2019 - Ago 2020
MEX

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1. Request information about the area from business intelligence management.
2. Actions to be taken with the team.
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Request information about the area from business intelligence management.

Know the region that I receive.

- Know the objective and the scope to date.
- Meet main partners of the Top Dealers area.
- Know how the region is formed in detail by brand, geographical area and number of agencies.
- Know current commercial offer.
- Know the main competitors.
- Know the product collocation of the Cetelem portfolio.



Actions to be taken with the team

Share an upbeat message to the team

- Hold a meeting with the team, metro zone, to introduce myself and listen to them.
- Know the status of your work team.
- Learn about urgent issues and seek solutions.
- know the status of letters to visit agencies.



Actions at the organization level.

Aligned with the principles and strategies of the company

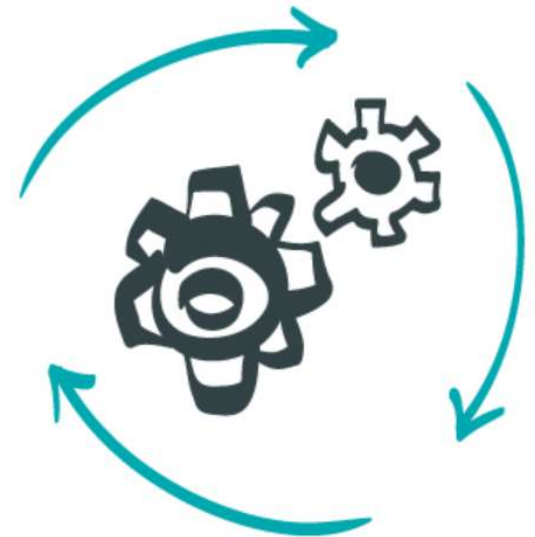
- Contact the members of COMEX to put myself at your service.
- Participate, design commercial and strategic actions in conjunction with the commercial staff.
- Maintain a Culture of Compliance.
- Promote good practices.



Next steps

Focus on management and results

- Request the report of the area to commercial management.
first and second week.
- Solicitar una PPT sobre su tramo de control, producción, numero de agencias, equipo a cargo identificando marcas de enfoque y acciones realizadas de relevancia.
third week.
- Inform the direct manager with the current status of the zone
Fourth or fifth week
- Make adjustments if indicated.
Sixth and seventh week
- Tour in the zone
Ninth week onwards





Gracias por tu atención

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