**Minutes of Meeting**

**Meeting Date : 05th Sept. 2022**

**Venue : PARK GRAND Chandigarh**

**Name of Participants : 4Kam, 1 DSM, 1 SMS**

**Conducted By : Sachin Bareja(SMS)**

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| **Sr. No** | **Project Detail** | **Expected Outcome** | | **Deadline** | **Responsible Person** | **Actual Outcome** |
| 1 | **Review meeting** | |  |  |  |  |
| 2 |  | |  |  |  |  |
| 3 |  | |  |  |  |  |
| 4 |  | |  |  |  |  |

**2) Points Discussed during Meeting**

1. **Review of KAM Wise Segment wise**
2. **Team Activity and call paln**
3. **Views and ideas exchange**
4. **Accountability and responsibility allocation**
5. **Budget Q3 2022 Discussion**

**3) Key Observations: DSM, KAM Wise Target achievement, additional rewards achievement, Activity at field level by marketing team division wise, CRM Activity and brand activity planned, customer wise business planed**

**4) Key Projects Finalized in the meeting:**

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| **Sr. No** | **Project Detail** | **Expected Outcome** | **Deadline** | **Responsible Person** |
| 1 | Review Meeting | 30 lac | September | Abhishek Sharma |
| 2 |  |  |  |  |
| 3 |  |  |  |  |
| 4 |  |  |  |  |