

## **INTERNAL/EXTERNAL SALES ADVISORY BOARD**

The Internal/External Sales department in the Controller's Office recently asked units conducting internal or external sales where they felt services or processes could be improved or enhanced. One of the community's recommendations was to form an advisory board for these specialized activities. Below is information about the Board and the desired qualities of its members. If you or anyone in your area is interested in participating on this board, please contact [extsales@umn.edu](mailto:extsales@umn.edu) or visit <http://finsys.umn.edu/sales/saleshome.html>.

### **The Internal/External Sales Advisory Board would exist for the following purpose:**

- Identify challenges and needs that units have related to the internal or external sales processes, systems, controls, and procedures.
- Provide insight about the day-to-day operations of the internal or external sales units.
- Identify key areas where the Controller's Office can provide additional support.
- Provide a sounding board for upcoming process or policy improvements.

### **The qualities of an individual that would best provide service on the board would be:**

- Someone who can articulate challenges and needs of those involved in the internal or external sales processes.
- Someone who has a broad perspective of the internal or external sales process, policies and procedures.
- Someone who can communicate well and is willing to share ideas on how to improve business processes for all involved parties.