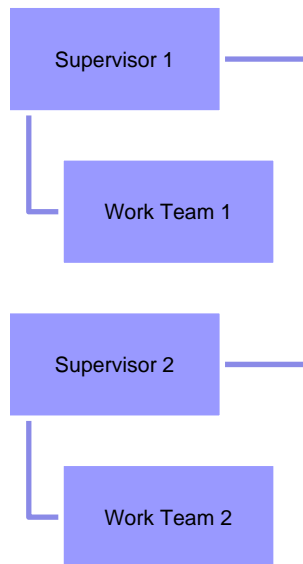
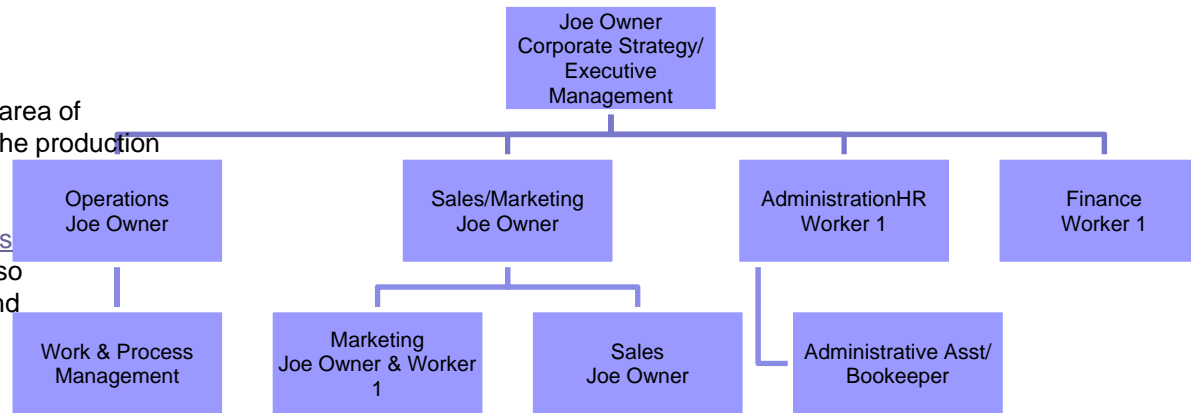


Functional Organization Chart

Operations management is an area of business that is concerned with the production of goods and services, and involves the responsibility of ensuring that business operations are efficient and effective. It is also the management of resources and the distribution of goods and services to customers.



Marketing management is a business discipline focused on the practical application of marketing techniques and the management of a firm's marketing resources and activities. Marketing managers are often responsible for influencing the level, timing, and composition of customer demand in a manner that will achieve the company's objectives.

Selling is a practical implementation of marketing; it often forms a separate grouping in a corporate Structure. The successful questioning to understand a customer's goal, the further creation of a valuable solution by communicating the necessary information that encourages a buyer to achieve his goal at an economic cost is the responsibility of the sales person or the sales engine (e.g. internet, vending machine etc). The primary function of professional sales is to generate and close leads, educate prospects, fill needs and satisfy wants of consumers appropriately, and therefore turn prospective customers into actual ones.

Office Management functions perform a combination of the Following:
 budget development/ implementation, purchasing, human resources, fiscal, accounting, printing, records management, forms management, payroll, facilities management, space management, health and safety, risk management, grants administration, affirmative action and equal employment opportunity information technology, and telecommunications. Monitoring the management of health and Safety. liaising with managers to ensure that staff appropriate information technology equipment