

The Ultimate Business Organization Chart

CEO
 Strategic direction
 Strategic planning
 Leadership
 Key relationships

Entrepreneur

General Manager
 Team
 Communications
 Goals
 Training
 Tactical Execution
 Planning
 Motivating
 Delegating
 Controlling
 Key Performance Indicators
 Procedures
 Standards

Manager

VP Client Acquisition

VP Client Fulfillment

VP Corp Ops/Fin/Admin

Manager

Lead Generation
 USP/Guarantee
 Campaigns
 Marketing Calendar
 Marketing Budget
 Copywriting
 Database Management
 Test and Measure
 Public Relations

Lead Conversion
 Relationship Building Process
 Needs Analysis System
 Solutions
 Quotes/Proposal
 Agreement

Business Development
 Relationships
 Loyalty
 Raving Fans
 Network
 Programs
 R & D
 New Markets

Production
 Positioning
 Delivery
 Distribution
 Educate
 Community
 Results
 Referrals

Service
 Critical Non Essentials
 Customer Feedback
 Program Calendar
 Program Development

Facilities
 Environment
 Supplies
 Equipment
 Vehicles
 Maintenance
 Cleaning
 Leasing
 Furniture
 Warehousing/Storage

Payables/Receivables
 Invoicing
 Payables
 Receivables
 Purchasing
 Banking
 Payroll

Finance
 Budgets
 Bookkeeping
 Accounting
 Legal
 Forecasting
 Expense Control
 Taxes

Administration
 Scheduling/Dispatching
 Communication systems
 Information Technology
 Correspondence
 Filing
 Documenting
 Reporting
 Mail

Human Resources
 Organization Chart
 Recruitment/Hiring
 Induction/Orientation
 Compensation
 Training
 Performance Evaluation
 Retention/Succession
 Team Feedback
 Morale
 Employment Records

Technician