

The Charismatic Charlie Wade Chapter 3971

Seeing charlie come up directly to ask for the distribution amount, the sales smiled slightly contemptuously, and said: "Sir, I have already said that this bag is really popular, so you must accumulate consumption in our store first. The quota, when the consumption quota exceeds other customers waiting in line for the bag, we will naturally give you this bag."

charlie snorted and said: "If I have a few hundred thousand goods, you still tell me what to do if I don't have this bag? Wouldn't I be taken advantage of?"

The sales expression was a bit nervous for a moment, but quickly returned to normal. She smiled and said: "Sir, if you have the goods but you still can't buy the bag, then the only possibility is that someone has ordered the goods. More than you."

charlie smiled and said: "You are completely black-box operations. Does anyone distribute more goods than me? It's entirely up to you to make the final decision, and you won't show me any data. How can I trust you?"

Seeing charlie's aggressiveness in sales, he felt that charlie's Eight Achievements had no money to run for fun, so he sneered and said: "Sorry, sir, this is our rule. No matter how much money you allocate, you must follow us. Therefore, if you want to buy this bag, you must first accumulate a certain amount of consumption. Otherwise, please look at other brands that don't need to be distributed."

Most of the sales of luxury brands are human beings.

They not only have strong observation skills, but also understand customer psychology very well.

More importantly, many of them do not have the basic ethics of sales.

For example, Claire wanted to buy this Birkin 30 handbag. The distribution market across the country ranges from hundreds of thousands to hundreds of thousands.

The reason why there is such a large span is because some sales people are always trying to maximize their profits.

If it is an old customer who is familiar with them, and has been pleased with them, gave them gifts, and gave them rebates, they will give a certain amount of distribution. As long as the customer has enough goods for this amount, they can sell it to He has a bag he wants.

However, once they encounter strange customers, many sales will follow the principle of pitting one by one, and treat each other as monkeys.

Some time ago, in a specialty store of a famous luxury shopping mall, a consumer once pulled a banner to protest because he was fooled by the sales to allocate more than 200,000 goods, but the order was sold out, and the sales told him Can't give the bag.

To put it bluntly, it's just being sold as a monkey.

The reason sales are so dry is because not all products in luxury stores are popular and sought after.

For example, the bags of this brand are very popular and the price premium is very high, but their other accessories are really ugly and expensive.

A scarf is thousands of yuan, a belt is even tens of thousands, and sometimes a colorful coat can sell for seven to eighty thousand or even hundreds of thousands.

Such goods are hardly sold in stores, and they are absolutely unsalable goods.

Therefore, the store must rely on this method of distribution to sell these unsalable items together.

And for sales, the commission for selling hot-selling products is very low, or even none.

But the commission for selling unsalable goods is very high, so they will do their best to get consumers to distribute more goods, and even do some deceptive activities.

Although Claire didn't know much about the routines of these luxury brands, he also figured out the taste at this moment. He felt that the sales might not be well-intentioned, so he said to charlie, "Husband, let's change to another store. Look."

charlie shook his head and smiled: "You also know that people like this brand. If you give it to other brands, others may not like it at all. In that case, it's better not to give it."

After speaking, charlie patted the back of her hand and said with a smile: "Don't worry, I'll give it to my husband."

Immediately, charlie looked at the salesperson and smiled slightly: "Okay, see that your boss will soon become my customer, and I should also take care of his business."