

**Produktivitas Kerja Salesman Canvas Dan Salesman Taking Order Dalam Proses Distribusi Produk PT. Ultrajaya Milk Industry And Trading Company, Tbk Di PT. Nikos Distribution Indonesia KP Surabaya.**

*(Employee Productivity Salesman Canvas And Salesman Taking Order In Process Distribution Product PT. Ultrajaya Milk Industry And Trading Company, Tbk At PT. Nikos Distribution Indonesia Kantor Perwakilan Surabaya)*

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**ABSTRACT**

*Field practice done in PT. Ultrajaya Milk Industry And Trading Company, Tbk that in cooperation with PT. Nikos Distribution Indonesia KP Surabaya which was done on 8 March 2016 until 27 May 2016. The implementation of field practice is done on salesman canvas who runs the division process ultrajaya distribution of produk ranging from selling, delivering up to marchandising and division salesman taking order running distribution process started from selling and marchandising but for delivering conducted by dropper in order to satisfy consumer's needs of generate profitable volume growth. Topics in this PKL's was about Employee Productivity Salesman Canvas And Salesman Taking Order In Process Distribution Product PT. Ultrajaya Milk Industru And Trading Company, Tbk At PT. Nikos Distribution Indonesia Kantor Perwakilan Surabaya that which aims to determine which is more productive between salesman canvas and salesman taking order in term off effectiveness and efficiency of the current process ultrajaya product distribution both within the city and outside the city. From the result of the joint visit with salesman anvas and salesman taking order shows thats for a distance of  $\geq 30$ km using a salesman canvas, where the distance is the same as the area outside the city and for a distance  $\leq 30$  km using a salesman canvas for order  $\leq 40$  carton while for order  $\geq 40$  carton using a salesman TO.*

**Keywords** : *Productivity, Distribution, Salesman Canvas, Salesman Taking Order*