

ABRACE A SUS CLIENTES

RESUMEN POR GUSTAVO GARCIA

El libro nos presenta a la empresa Mitchells (<https://shop.mitchellstores.com/>) una empresa dedicada a la venta al detalle de ropa para ambos generos que desde 1958 abrio sus puertas en un pequeño estado de Norteamérica, como un negocio empujado por el retiro de sus fundadores, en un pequeño local no ubicado en la mejor zona pero con fundamentos solidos basados en una etica de negocio clasica.

El modelo con el que empezo la empresa de ropa fue sencillo, brindar ropa de calidad a quien la quisiera comprar, no a quien pudiera ni quien la necesitase; bajo este concepto introdujeron diferentes tipos e marca que va desde la mas exclusiva a la mas aceptada, de una empresa con tres trabajadores inicialmente (una costurera: la mama, un vendedor: el papa, y la cajera: la unica empleada) inicio Mitchells que hoy en día es una tendencia que ha adquirido a mas de una empresa que se dedica al mismo modelo de negocio.

Las ideas que han funcionado para Mitchells es la de ir ofreciendo lo que la competencia no ofrece, del pequeño local en los suburbios de un pequeño estado en norteamérica hoy estan en 8 diferentes estados con un mismo modelo de negocio, ofrecer al cliente la "experiencia Mitchells | Richards".

¿Qué es la experiencia Mitchells | Richards?, no es mas que el concepto de manufactura propio que permite escuchar a los clientes, individualizarlos al momento de tratarlos y para eso contratan personal con talento humano, no solo el personal que se encuentra al frente de la empresa (vendedores, compradores, servicio al cliente), sino tambien detrás de la oficina, Mitchells | Richards cree en la capacitacion constante donde a su sastre es llevado a una presentacion de modas en Italia o Francia para que conozca de las nuevas tendencias, los vendedores estrellas no solo ganan dividendos por sus ventas, sino tiempo y respeto, según el libro la persona que entra a laborar a Mitchells | Richards no sale siendo la misma, es imposible gracias a su cultura de "abrazar a clientes".

¿Qué es el cliente?, para muchos de nosotros el cliente es aquel que entra a un local a comprar un producto, requerir un servicio o hacer una pregunta sobre lo que ofrecemos, para Mitchells | Richards un cliente es todo aquel que requiera un servicio, desde el bordado de una insignia en su prenda, hasta quien necesita un armario nuevo lleno de ropa, buscan no diferenciar entre clientes que gastan \$15,000 en una sola prenda o lleguen por un calcetin, para ellos el cliente siempre es y siempre ha sido primero, lo importante es que no por eso pierden sus valores, según lo que lei no es siempre que el cliente tenga la razon y es ahí lo importante de que cada colaborador (en Mitchells | Richards no se llaman empleados) utilice el sentido comun para cumplir con su tarea, este sentido comun resta supervision encasillandola unicamente a las desiciones mas importantes, si el colaborador debe de salir disparado para atender un cliente no le cuestionan sus motivos quitandole

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