

IncNet Legend

Industry Codes

01	Agriculture	11	Insurance
02	Mining	12	Property
03	Construction	13	Other Financial Intermediaries
04	Manufacturing	14	Hospitality
05	Transport	15	Professional Services
06	Communications	16	Other Business Services
07	Utilities (Electricity / Gas / Sanitary Services)	17	Consumer Services
08	Wholesale / Distribution	18	Government (Federal / State / Local)
09	Retail	19	Importer
10	Banking / Finance	20	Exporter

Job Folder Codes

Senior Management & PA's

CEO	Chief Executive Officer	DIR	Director
CHM	Chairperson	PNR	Partner
CT	Corporate Treasurer	SEC	Executive Secretary
CYS	Company Secretary	SMG	Senior Management
DGM	Division General Manager	SPS	Senior Public Servant

Status Folders

FIN	Financial Decision Maker	MDM	Marketing Decision Maker
HR	Human Resources Decision Maker	OPS	Operations Decision Maker
ITM	IT Decision Maker	SSM	Senior Sales Decision Maker
LOG	Logistics Decision Maker		

Available Status Options:

OPC – Organisational Principal Contact
MMC – Middle Management Contact

PC – Principal Contact
JC – Junior Contact

Other Folders

ACC	Accountant	LEG	Legal Manager
ACD	Academic	MFG	Manufacturing Manager
ADM	Administration Manager	MGR	Manager
AUD	Auditor	MNT	Maintenance Manager
BDM	Business Development Manager	OFF	Office Manager
BRK	Broker	OHS	Occupational Health & Safety Manager
CCM	Call Centre Manager	OTH	Unclassified Personnel
CM	Creative Manager	PAY	Payroll Officer / Manager
CON	Consultant	PCH	Purchasing Manager
CRD	Credit Manager	PCY	Policy Manager
CRM	Customer Relationship Management	PLN	Planning Manager
CRT	Contract Manager	PRJ	Project Manager
CS	Customer Services Manager	PRM	Public Relations Manager
EDT	Editor / Journalist / Writer	PTY	Property Manager
ENG	Engineer	QAM	Quality Assurance Decision Maker
ENV	Environment Manager	R&D	Research & Development Manager
EVT	Events Manager	RSK	(Financial) Risk Manager
EXP	Export / Import Manager	SOL	Solicitor
FBV	Food & Beverage Manager	SUP	Superannuation Manager
FLEET	Fleet Manager	TAX	Tax Manager
FMM	Fund & Money Manager	TCH	Technical Manager
IAV	Investment Adviser	TEL	Telecommunications Manager
KNW	Knowledge Manager	WEB	Web Masters & Website Developer
LBY	Corporate Librarian		

Job Folders

Jobs are classified by their job function, not necessarily reflected in their job title. A contact may hold more than one job folder provided that it is part of their job function.

E.g. Account Manager is not indicative of its job function such as Sales, Finance, Marketing or Accounting, and may perform one or more of these job functions.

Status Definitions

Status Definitions is only applicable to Status Folders (FIN, HR, ITM, LOG, MDM, OPS and SSM); it indicates the seniority of the position.

OPC Organizational Principal Contact

The OPC is the most senior contact in a company for a particular status folder.

E.g. FIN OPC may be a Chief Financial Controller.

PC Principal Contact

The PC is the most senior contact in a location or office for a particular status folder.

E.g. LOG PC – Regional Logistics Manager

MMC Middle Management Contact

An MMC is any contact with a status folder (ITM, FIN, HR etc) that does not have the OPC or PC status and with a position name that refers to a position in management or higher (e.g. Manager, Director, Chief, Head, Group, Superintendent etc).

E.g. MDM MMC – Marketing Coordinator

JC Junior Contact

A JC is any contact with a status folder (ITM, FIN, HR etc) that cannot be classified as OPC, PC or MMC, i.e. a contact with a level of seniority below middle management.

E.g. SSM JC – Sales Officer