

Sales compensation plan with performance based bonus and variable pay

This slide illustrates sales compensation plan with performance based variable pay. It includes base pay, variable pay, On Target Earnings (OTE) etc.

	Base	Variable	On Target Earnings (OTE)	Target to Attain
 A. Sales Development Representative	\$50,000	\$70,000	\$120,000	Process 100 inbound calls in one day
Sales Development Representative	\$50,000	\$50,000	\$100,000	Annual Contract Value of \$10k
B. Sales Development Representative	\$70,000	\$50,000	\$120,000	Development of 10 Sales Qualified Opportunities
A. Account Executive	\$80,000	\$80,000	\$160,000	\$200K per year
Account Executive	\$100,000	\$110,000	\$200,000	\$600K per year
B. Account Executive	\$130,000	\$110,000	\$240,000	\$1,500K per year
Customer Service Manager	\$80,000	\$20,000	\$200,000	Onboarding of 150 clients per month
Add Text Here	\$102,000	\$70,000	\$170,000	Add text here
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