

# Comparing sales target versus last year achievements

This slide provides glimpse about analyzing the target achievements of the sales team fueling our business to assess current performance and efficiency rates. It includes KPIs such as targets achieved, revenue generated, products sold, etc.

Key components	Quarterly target FY22	Sales target achievement			
		Q1	Q2	Q3	Q4
Total sales	\$ 65 MM	\$ 63 MM	\$65 MM	\$ 66 MM	\$ 68 MM
Overall revenue generated	\$70 MM	\$ 62.5 MM	\$62.5 MM	\$ 68 MM	\$ 64 MM
Products sold	0.5 MM	0.35 MM	0.3 MM	0.25 MM	0.39 MM
Team productivity	60%	35%	42%	32%	33%
Profit earned	\$20 MM	\$15 MM	\$16 MM	\$14 MM	\$17.5 MM
New customers	10K	2K	3K	2.5K	3K
Customers retention rate	60%	34%	35%	36%	35%
Brand mentions (hashtags)	0.5 MM	0.1 MM	0.3 MM	0.2 MM	0.2 MM
Add text here	XX%	XX%	XX%	XX%	XX%

# Target Compare On Sale

**Ho Eng Wah**



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**Sales Management- SBPD Publications** Dr. F. C. Sharma,2021-12-22 1 Nature and Scope of Sales Management 2 Salesmen or Sales Executives Functions Roles and Types 3 Sales Organisation 4 Salesmanship 5 Personal Selling 6 Prospecting Approaching Demonstrating and Displaying 7 Distribution Channels 8 Marketing Middlemen 9 Physical Distribution 10 Recruitment of Sales Force 11 Selection of Sales Force 12 Sales Force Training 13 Sales Force Compensation Remunerating the Sales Persons 14 Controlling Salespeople 15 Sales Budget 16 Sales Quotas 17 Sales Territories **Sales Management by Dr. F. C. Sharma (eBook)** Dr. F. C. Sharma,2020-12-12 An excellent book for commerce students appearing in competitive professional and other examinations 1 Nature and Scope of Sales Management 2 Salesmen or Sales Executives Functions Roles and Types 3 Sales Organisation 4 Salesmanship 5 Personal Selling 6 Prospecting Approaching Demonstrating and Displaying 7 Distribution Channels 8 Marketing Middlemen 9 Physical Distribution 10 Recruitment of Sales Force 11 Selection of Sales Force 12 Sales Force Training 13 Sales Force Compensation Remunerating the Sales Persons 14 Controlling Salespeople 15 Sales Budget 16 Sales Quotas 17 Sales Territories **Action Plan For Sales Success-Not just what to do, but how to do it!** Susan A. Enns,2010-11-02 Fact 25% of sales representatives produce 90 to 95% of all sales Clearly most people who have chosen sales as their career are not selling up to their potential and therefore not making the incomes they could Why is this case It s not that the job can t be done because 25 percent are doing it and doing it well It s because the other 75 percent either are not in the right sales position or they truly don t know how to sell Until now most sales people have not had access to effective affordable sales training Action Plan For Sales Success is a proven turn key program that will become the foundation of your sales process Action Plan For Sales Success will improve your selling skills so that you can achieve your true sales potential What You Will Learn 1 Why Are You In Sales Goal Setting very helpful It s the clearest one that I have ever seen Action Plan For Sales Success Proven Methods That Produce Measurable Results I have Susan s sales training book and I highly recommend it She has produced a step by step process for winning at the sales game Her many years of personal sales success plus the many situations she has helped others win at are captured in an easy to read and follow discussion along with all the tools you need to get yourself on track and stay there Fred B I found the course very useful very helpful It s the clearest one that I have ever seen Roland S Susan really knows the selling world She s honest articulate bright giving highly competent personable and a top professional Welcome her It s the right thing to do Allan S My awareness of selling techniques has increased by 50% Ravi O I am working through your Action Plan For Sales Success and I d like to say THANKS for a great hands on approach with working documents that make it easy to turn learning into ACTION Don M I love the book Kristen E **Sales Excellence** Christian Homburg,Heiko Schäfer,Janna Schneider,2012-10-24 This book presents a very novel and strategic approach to Sales Management an area that has suffered from a lack of sophistication in practice This content rich and thought provoking book has a very unique positioning It

considers the sales performance of an organization at a very high strategic level and offers specific guidance in managing not just a few direct reports but an entire organization's sales function. The book includes many useful tools and guidelines and is enhanced with numerous examples that help bring the concepts to life and make them very approachable for the trade market. A checklist-based scoring system that is utilized throughout the book allows readers to specifically evaluate their own company as well as to track its progress as concepts are applied over time. This work is an essential resource and thought-provoking read for ambitious Sales Managers including CEO level executives. *Strategic Management* Allen

Amason, 2011-03-17 Leadership adaptability value creation These are the skills necessary for tomorrow's managers. This book is designed to help students think critically and understand fully how to strategically manage their future firms. *The*

*One-Day Marketing Plan* Roman G. Hiebing, Scott W. Cooper, 2004-06-21 The One Day Marketing Plan shows entrepreneurs and business owners how to quickly design a marketing plan for any business. Hiebing and Cooper's streamlined 10-step process guides readers through the development and execution of effective marketing plans and provides the tools to accurately evaluate bottom line results. Packed with helpful checklists and templates, this practical comprehensive third edition includes up to the minute information on brand positioning and Internet marketing tactics. **Monthly Indicators**

**of Current Economic Situation of Bangladesh**, 1991-07 **INDUSTRIAL ENGINEERING HANDBOOK** H. B.

MAYNARD, 1956 *Negotiating Business Acquisitions* American Bar Association. National Institute, 2007 Advertising in Poland and Germany - A Comparison Sotirios Dramalis, 2006-07-17 Research Paper undergraduate from the year 2005 in the

subject Business economics Offline Marketing and Online Marketing grade 1-8 University of Cooperative Education Mannheim Berufsakademie Mannheim Staatliche Studienakademie course International Marketing language English abstract

Both number of advertisers and expenses for advertising have rapidly increased in Poland in the last years. From 1993 to 1994 advertising expenses grew from 299 to 469 million dollars. Continuous economical reforms and expenditure further contributed to this growth. Consequently the case of Poland provides an ideal opportunity to study the impact an economy's stage of development has on advertising management. West Paliwoda 1996 p. 82 Poland also offers huge potentials for its neighbouring countries which is especially true for Germany. From a German perspective it is eminently important to understand the differences between the German and the Polish culture as culture has a major impact on advertising and communication. The above justifies and is reason enough to have a deeper look at the Polish advertising market with reference to Germany. Therefore these issues will be dealt within the following study paper. It starts with theoretical background information on advertising and then continues with a secondary statistical analysis of major advertisement conditions in the Polish and German markets. This involves comparing the legal framework and general infrastructure advertising agencies media for advertising in the two countries. Furthermore the attitudes of Poles and Germans towards advertisement will be explained as well as the influence the Polish and German cultures have on advertising appeals. The

comparison concludes with an outlook on the further development of the advertising markets in Germany and Poland by stating potential similarities and differences

**Your Smart Retail Market Strategy Book** Ho Eng Wah, 2017-01-20 The objectives of this book are To share what are the excitements and challenges facing in the retailing industry To create different strategies by using the right retail format strategy to meet the specific target market segment How retailers able to create a competitive advantage edge over competitors in order to achieve sustainable growth in revenue and profit in the longer term for the organization Successful SMART Retailing How to define your SPECIFIC target market segment to MEET your customers needs and wants in order to create a competitive ADVANTAGE edge to achieve sustainable financial performance RESULTS by utilizing the current TECHNOLOGICAL advancement and implementing of ENTREPRENEURSHIP mindset

Kindergarten Review ,1896      Farm and Food Research ,1980      **Moody's Bank and Finance Manual** ,1997

Trade Cases Commerce Clearing House,1990      Sales Management ,1942      **Oracle CRM On Demand Reporting** Michael D. Lairson, 2009-02-14 Your One Stop Guide to Oracle CRM On Demand Reporting Plan build and distribute data rich business intelligence reports with ease Oracle CRM On Demand Reporting details the entire report building process and explains how to use the powerful features available in Answers On Demand to create and share comprehensive integrated reports The book includes proven strategies for report design and development real world examples formatting tips advanced reporting techniques and sample formulas Convert disparate corporate data into actionable business intelligence with help from this detailed guide Maximize the features of Answers On Demand Strategically plan your reports Format sort filter and modify report data Use column formulas with numeric date and time and text data Apply logic and transform data with column formulas Format report title and table views Add charts graphs pivot tables filter prompts and interactivity to reports Configure advanced views and create custom dashboards Manage reports and control access

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