SALES PERFORMANCE MANAGEMENT

Sales Performance Management (SPM) is a set of processes used to optimize sales input and output

PEOPLE FIRST

SPM is a disciplined approach to improving the way your sales team works- and their results.

An effective approach to SPM puts the focus on your people.
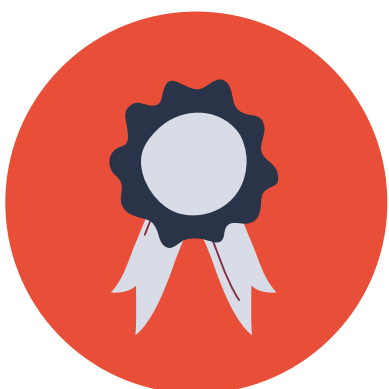
VISIBILITY INTO PERFORMANCE

Visibility is the most critical element of SPM. If you can't see what your sales team is doing, you can't make improvements.

IDENTIFYING KEY BEHAVIORS

Analyze top performers' behaviors to understand what leads to success. Then adapt your process to optimize your entire team's performance.

GAMIFICATION AND MOTIVATION

Spark motivation through gamification and incentivize your team with contests.

COACHING AND DEVELOPMENT

Develop individual team members and drive continuous improvement through consistent coaching.

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