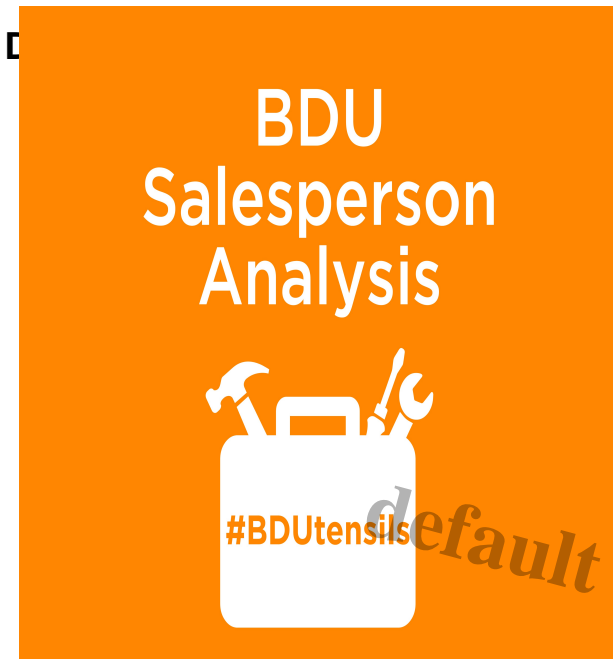


BDU Sales Associate Analysis



A comprehensive collection and analysis of key information

for each individual sales person. The result is a clear understanding of what 3 areas, if improved upon, will have the biggest impact on each person's sales performance and success.

Click on the resource below to download

SALES ASSOCIATE PROFILE				
CONTACT INFORMATION				
Name:				
Title:		Years with company	Years in sales	
Cell:		Email:		
SALES INFORMATION				
Annual Quota in \$	Annual Quota in # of sales	Year to Date \$	\$ sales YTD	Close ratio:
Year to Date % of Quota		Last year's % of Quota		# of products/ services sell
# of Months exceeded quota this year		# of months exceeded quota last year		Close ratio last year:
Average Sale in \$		Largest sale in \$		Smallest sales in \$
Average sale cycle		Longest sale cycle		Shortest sale cycle
REVENUE BREAKDOWN				
	Current Year		Last Year	
Repeat Business				
Additional Business				
Net New Business				
Total Revenues				
SOURCE OF BUSINESS ANALYSIS FOR NET NEW BUSINESS IN \$				
	Current Year		Last Year	
Client referral (solicited)				
Client referral (unsolicited)				
COI referral				
Networking event				
Networking group				
Networking association				
Cause/ board of directors				
Webinar				
Speaking engagement				
Company sponsored event				
Phone prospecting				
Foot canvassing				
Email campaign				
Letter campaign				
Marketing Efforts				
Lead generators				
Distributors				
Channels				
LinkedIn				
Facebook/ Twitter				
Article/ Blog				

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