BDU Sales Team Analysis

Description



A comprehensive collection and analysis of key information about a sales team or organization. The result is a clear understanding of what 3 areas, if improved upon, will have the biggest impact on the teamsâ?? sales performance and success.

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	Сонрану/ ТЕА	M INFORMATION		
Company name:		Name of individual sales reports into:		
Division/ Dept. name:		Title of individual sales reports into:		
# Sales Teams:		# of Sales Managers:		
# of Inside Sales Associates:		# of Outside Sales Ass	odates	
	SALES TEA	M INFORMATION		
Lowest Annual Quota:	Highest Annual Q	uota	# of products/ services sell	
Year to Date Results in \$:	Year to Date Resu	NAME OF TAXABLE PARTY.	Average dose ratio:	
Year to Date % of Quota:	Last year's % of 0	Duota	# Sales Associates over Quota	
# of Months exceeded quota this year:		eded quota last year	Profit margin	
Average Sale in \$:	Largest sale in \$	and quote most year.	Smallest sales in \$	
Average Sales Cycle:	Longest Sales Cyc	le	Shortest sales Cycle	
Average learning curve for new associates:	#		and the same special s	
months: # New Sales Associates hired this year:		# New Sales Associate	s that left this year	
# New Sales Associates hired last year:		# New Sales Associates that left last year		
Turnover level this year:	. %	Turnover level last year: %		
* Sales Associates looking to hire this year!		# Sales Managers look	A STATE OF THE PARTY OF THE PAR	
Source of candidates	Wat			
Frequency of team meetings:	al.	Frequency of one on o	ne meetings	
Frequency of field rides:		Frequency of sales training		
Who does the sales training?		Other development?	***************************************	
		nior sales associate:	Average tenure:	
Terrare of freez serior soies associate.			riverage certains	
	TEAM BR	EAKDOWN		
NAME YEARS \		EAKDOWN TENURE	% OF QUOTA	-
NAME YEARS V	TEAM BR WITH COMPANY	EAKDOWN TENURE	% OF QUOTA	
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NAME YEARS			% OF QUOTA	
NAME YEARS			% OF QUOTA	
NAME YEARS	WITH COMPANY		% OF QUOTA	
NAME YEARS	WITH COMPANY	TENURE	% OF QUOTA	
	REVENUE E	TENURE		
Repeat Business:	REVENUE E	TENURE		
	REVENUE E	TENURE		

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