

Optymyze Sales Quotas

Improve quota accuracy
and sales force engagement



Quota Management Challenges

Every year, sales leaders struggle to create, assign and manage sales targets. Quota management is often a manual process in companies trying to correctly design and distribute sales quotas so they maximize their revenue potential.

Some of the most common challenges in the quota management process are:

- Lack of sales force buy-in and motivation
- Lost time with manual adjustments
- Lack of insights and feedback from the field
- Difficulty to respond to changes such as account realignment and turnover



Almost half of an organization's sales reps miss quotas each year. - [CSO Insights](#), 2015

59% of companies report correct quota setting as the no. 1 challenge facing the sales compensation program. - [Alexander Group](#), 2015



Optimize Sales Quotas Key Benefits

To address these challenges, Optimize has created a dedicated, powerful solution, which helps leaders to easily set and adjust targets, so that each sales person has an equitable contribution to the company's financial goals.

Optimize Sales Quotas™ is part of a comprehensive set of sales operations platform capabilities that

enable business analysts to quickly implement sales compensation plans and easily manage the complete set of sales operations processes.

Optimize Sales Quotas provides a complete set of quota management tools to achieve a wide range of benefits:

Optimize Sales Operations platform



- Save time of sales management in setting up sales quotas.
- Improve communication and collaboration between sales management, sales operations and the field throughout the quota management process.
- Increase sales people motivation by enabling them to track current and historical quota information and request adjustments.
- Improve effectiveness of quota management through integration with other key processes such as sales compensation and territory management.



With equitable and accurate goals, Optimize Sales Quotas saves \$16 million annually for one of the largest snack food leaders in the world.



Planning for unmatched accuracy

Optimize Sales Quotas enables users to model different scenarios, using a wide range of parameters, working collaboratively, and sharing data in a controlled manner. The integrated expression builder allows for easy definition of calculation formulas that take into account regression factors and historical metrics.



Speed up time-to-value

The Optymyze solution automates and ensures a seamless process for quota communication, feedback, adjustments, disputes, approvals, and more. In addition, it arms sales operations with a complete audit trail to speed up and track acceptance from all sales force participants.



Advanced reporting and analytics

Complex analysis tools allow users to look at multiple metrics at the same time and compare different scenarios. An extensive range of interactive visual tools support sales leaders to make faster, better informed decisions.

Leverage Optymyze Sales Quotas to Retain Talent and Capitalize on Change

Optymyze Sales Quotas enables business analysts to create, automate, and manage all aspects of the quota management process within a single platform. This flexible, easy-to-use solution also includes powerful analytics, which help leaders make decisions based on hard data and stay ahead of the competition.

For more information on Sales Quotas please visit the [Optymyze Sales Quota Management](#) webpage.

Or talk to a sales performance expert directly – [click to engage](#).

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