

# Sales Quota Agreement Example

Company Name

## Summary of Sales Quota

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## Sales Quota Formula

(Average # of closed won deals per month x Average contract value) = Baseline sales quota

## Revenue Goal

**\$2,000 / month**

## Sales Quota

## Sales Goal

## Sales Target

## Compensation Structure



Sales Representative Signature:

A stylized, handwritten signature in black ink, appearing to read 'Jen', written over a teal rectangular background.



# Sales Quotas An Analytical Approach To Quota Setting

**Mark W. Johnston, Greg W.  
Marshall, Jessica L. Ogilvie**



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