## Sales Quota Agreement Example

Company Name

**Summary of Sales Quota** 

#### Sales Quota Formula

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

#### Revenue Goal

\$2,000 / month

Sales Quota

Compensation Structure



Sales Goal

**Sales Target** 



Sales Representative Signature:



# **Sales Quotas An Analytical Approach To Quota Setting**

**Michael Seilmaier** 

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