

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

Sales Goal

Sales Target

Compensation Structure



Sales Representative Signature:

[Handwritten Signature]



Sales Quotas An Analytical Approach To Quota Setting

Jiyuan Zhang



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