

Sales Effectiveness Metrics For Evaluating Your Team

Sales effectiveness metrics that really matter for evaluating your sales team's performance. Learn what sales experts have to say about sales metrics.



☐ Pipeline Coverage

☐ Do I have enough pipeline for me to achieve and exceed the yearly quota?

☐ Sales Activities

☐ On average, how many activities are tied to an opportunity?

☐ Deals Opened And Closed In The Same Quarter

☐ How many closed won opportunities were opened and closed in the same quarter?

☐ Pipeline Replacement

☐ Are there enough newly created opportunities to replace closed opportunities by quarter?

☐ Forecast Accuracy

☐ Is the rep closing deals forecasted versus revenue forecasted?