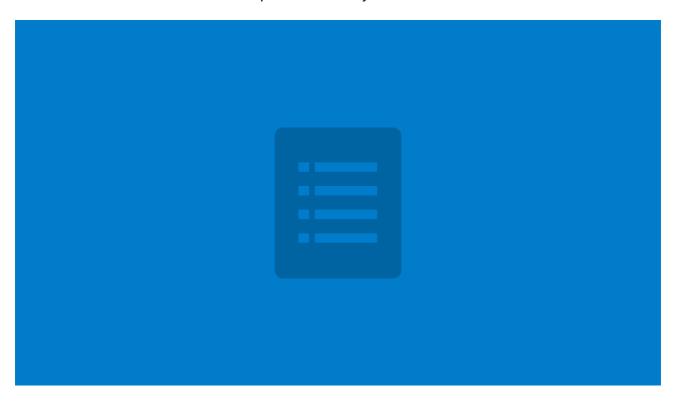
Sales Effectiveness Metrics For Evaluating Your Team

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?