

Quota	\$1,200,000
cost/rep	\$150,000

	<u>actual</u>	<u>plan</u>	<u>reps</u>
North	\$4,600,000	\$4,800,000	4
Central	\$2,300,000	\$2,400,000	2
South	\$5,200,000	\$4,800,000	4
Total NJ	\$12,100,000	\$12,000,000	10

	<u>Actuals</u>	<u>#deals</u>	<u>deal size</u>
North			
Al	\$1,500,000	14	\$107,143
Matt	\$1,100,000	10	\$110,000
Ed	\$1,000,000	5	\$200,000
Dan	\$1,000,000	10	\$100,000
	\$4,600,000		

	<u>Actuals</u>	<u>#deals</u>	<u>deal size</u>
Central			
Susan	\$1,200,000	35	\$34,286
Fred	\$1,100,000	37	\$29,730
	\$2,300,000		

	<u>Actuals</u>	<u>#deals</u>	<u>deal size</u>
South			
Joe	\$1,400,000	35	\$40,000
Maria	\$1,600,000	25	\$64,000
Pete	\$1,100,000	9	\$122,222
Igor	\$1,100,000	25	\$44,000
	\$5,200,000		

2011 commission plan

Quota	\$1,200,000
comission	\$150,000

<u>up to...</u>	<u>commission</u>	<u>payout</u>	<u>per dollar</u>
\$600,000	0.5	\$37,500	0.0625
\$900,000	0.75	\$28,125	0.09375
\$1,200,000	2.25	\$84,375	0.28125
		\$150,000	
accelerators			
\$1,300,000	3	\$37,500	0.375
\$1,400,000	4	\$50,000	0.5
\$1,500,000	5	\$62,500	0.625
		\$150,000	

2012 objectives

base

- increase sales by 50%
- budget increase of 20%
- channel sales 50% of each territory
- operational telesales model for leverage

<u>base salary</u>	<u>commision</u>	<u>2011 comp</u>
\$600,000	\$609,375	\$1,209,375
\$300,000	\$271,875	\$571,875
\$600,000	\$843,750	\$1,443,750
\$1,500,000	\$1,725,000	\$3,225,000

<u>% channel</u>	<u>channel revenue</u>	<u>commission</u>	<u>from</u>	<u>F1000</u>	<u>Touch</u>
10%	\$150,000	\$300,000	WF	5	2
5%	\$55,000	\$121,875	S	5	3
5%	\$50,000	\$93,750	WF	5	2
5%	\$50,000	\$93,750	S	5	2
		\$609,375		20	9

<u>% channel</u>	<u>channel revenue</u>	<u>commission</u>	<u>from</u>	<u>F1000</u>	<u>Touch</u>
60%	\$720,000	\$150,000	S	2	1
50%	\$550,000	\$121,875	new	2	0
		\$271,875		4	1

<u>% channel</u>	<u>channel revenue</u>	<u>commission</u>	<u>from</u>	<u>F1000</u>	<u>Touch</u>
40%	\$560,000	\$237,500	WF	6	2
30%	\$480,000	\$362,500	WF	5	2
20%	\$220,000	\$121,875	S	5	3
20%	\$220,000	\$121,875	new	5	1
		\$843,750		21	

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