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SALES vs QUOTA

This Tableau Accelerator allows you to:

- **Assess your sales results vs quota**
- **Appraise your sales performance from different perspectives: Month-to-Date, Year-to-Date, Actual vs Quota vs LY, Table View**

Answer key business questions

- Have we achieved our sales quota? This month? Since the beginning of the year?
- How do we perform compared to the previous month? Compared to last year?
- Where do we need to focus our sales efforts?

Monitor and improve KPIs

- **Total Sales:** Total Sales amount actual (expressed in currency)
- **Total Quota:** Total Sales amount target (expressed in currency)
- **Sales vs Quota:** Remaining sales to reach the quota (expressed in currency)
- **Sales vs Quota %:** Quota attainment rate (expressed in %)
- **Quota Attainment %:** Share of Sales Quota a person or an organization was able to reach/attain (expressed in %)

Required attributes

- **Date** (*date*): Period
- **Sales Amount** (*numeric*): Sales Amount
- **Quota Amount** (*numeric*): Quota Amount

(add the level of detail of your choice to your dataset)