

DS Sales Leaderboard

Keep Track of Your Top Performers



 **Dotsquares**



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What is Sales Leaderboard?

Sale is a key to a company's success. Many business units are looking for a method that provides transparency of sales, provides performance of the sales team & signifies which sales team is doing great and which are behind the target. This problem has one solution: DS Sales Leaderboard. Software to track sales team performance against all the business goals. It displays every individual performance of a company to track whether all members are moving in the right way or not. The Sales leaderboard by Dotsquares signifies performance in different intervals such as 3, 6, 9 & 12 – It depends upon the company's business objective.

“Sale Is A Key To
A Company's Success.”



Key highlights of DS Sales leaderboard

Sales performance tracking is easy now. The sales leaderboard helps in creating healthy competition among the sales executives. Here are some quick highlights of our unique app:

- Ensure that your org has at least one closed-won opportunity, navigate back to the Leader Board tab. The top sales performer can be found there.
- This will show the top 10 performers in your organization with few details.
- To see a detailed description of a certain owner, simply click on the name of the owner, and a popup containing information will appear.

The app is uniquely designed for the managers so that they can track top performers, and leaders for the next month, & also can design incentives for the top performing candidate.



Why do you need a Sales Leaderboard?

DS Sales Leaderboard tracks the top 10 performers of sales especially the “closed won” opportunity owners of the company. A lightning page is designed which includes the total sales amount. It is a great approach to incentivize the team and build an open culture of work. A company requires a Sales Leaderboard because it:

- Track individual & team performance in real-time
- Compare performance across multiple sales metrics
- Create a healthy competition to motivate the team
- Enable quick decisions

Sales Leaderboard is a broad concept

Sales leaderboard is gaining popularity and companies are using it to entice, engage and incentivize employees. Customize your leaderboard and track performance as per your convenience. Some of the best practices proposed by the DS Sales Leaderboard are:

- Track actions to drive win
- Keep a close eye on Sales value
- Monitor the progress in real-time
- Prepare strategy through insights

Why choose DS Sales Leaderboard?

DS Sales leaderboard helps you to find the leading performer of the company. Tracking, monitoring, and evaluating the performance of every member is easy now. Make a valid comparison between sales reps. Also, it builds a feeling of healthy competition between members so they can work strategically.

