

## Examples of sales KPIs



- How many calls is a sales maker making per week?
- Who is the sales maker calling on?
- How many of these calls turn into opportunities?
- How many of these opportunities turn into wins?
- How is the sales maker performing in these categories compared to peers?



The Power Of KPIs – [Link](#)



7 KPIs Every Sales Manager Needs - [Link](#)

## Quick win: discovery questions for key stakeholders



- What are your goals - what do you want to achieve?
- How do you measure success?
- What information drives the decisions you make?
- What are your performance goals?
- What information drives your team meetings?
- What information are you using to drive your business today? Where does it reside?