

Quota	\$1,800,000	2012 objectives	
cost/rep	\$150,000 base	increase sales by 50%	\$18,000,000
		budget increase of 20%	\$3,870,000
		Operational telesales	
		Combine south and central	

	<u>plan</u>	<u>reps</u>	<u>base salary</u>	<u>commision</u>	<u>2011 comp</u>
North	\$7,200,000	4	\$600,000	\$600,000	\$1,200,000
Central	\$3,600,000	2	\$300,000	\$300,000	\$600,000
South	\$7,200,000	4	\$600,000	\$600,000	\$1,200,000
Extra channel	\$200,000	1	\$150,000	\$150,000	\$300,000
Total NJ	\$18,200,000	11	\$1,650,000	\$1,500,000	\$3,300,000
channel	\$7,404,000				
direct	\$10,796,000				

160 resellers					
<u>Telesales plan</u>	<u>reps</u>	<u>salary</u>	<u>commission</u>	<u>total</u>	<u>50-50 reseller</u>
\$7,500,000	16	\$60,000		\$960,000	\$480,000
Susan		\$150,000	\$150,000	\$300,000	
				total	\$4,080,000
				extra	\$200,000
				adj total	\$3,880,000

	<u>plan</u>	<u>% channel</u>	<u>channel revenue</u>	<u>resellers</u>	<u>productivity</u>
North				50	(blended)
Al	\$1,800,000	24%	\$435,000	12.5	\$34,800
Matt	\$1,800,000	24%	\$435,000	12.5	\$34,800
Ed	\$1,800,000	24%	\$435,000	12.5	\$34,800
Dan	\$1,800,000	24%	\$435,000	12.5	\$34,800
	\$7,200,000		\$1,740,000		
South + central				69	
Joe (mgr)	\$900,000	107%	\$960,000	20	\$48,000
Maria	\$1,800,000	53%	\$960,000	20	\$48,000
Pete	\$1,800,000	22%	\$390,000	15	\$26,000
Igor	\$1,800,000	20%	\$364,000	14	\$26,000
	\$6,300,000		\$2,674,000		
				41	
New (Susan)	\$1,800,000	72%	\$1,300,000	13	\$100,000
New (Joe)	\$900,000	43%	\$390,000	15	\$26,000
Fred	\$1,800,000	72%	\$1,300,000	13	\$100,000
	\$4,500,000		\$2,990,000		
			\$7,404,000		

2011 commission plan			
Quota	\$1,800,000		
comission	\$150,000		
<u>up to...</u>	<u>commission</u>	<u>payout</u>	<u>per dollar</u>
\$900,000	0.5	\$37,500	0.04166667
\$1,350,000	0.75	\$28,125	0.0625
\$1,800,000	2.25	\$84,375	0.1875
		\$150,000	
accelerators			
\$1,300,000	3	-\$125,000	0.25
\$1,400,000	4	\$33,333	0.33333333
\$1,500,000	5	\$41,667	0.41666667

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