

Sales Force Metrics

For the Period: 2001

Salesperson's Name	Net Sales	% of Quota	Gross Profit		Sales Expense		Sales Calls		Customer Summary				Per Customer Data	
			Amount	% of Sales	Amount	% of Sales	Number	Cost per	Total	New	Lost	Churn	Sales	Gross Profit
Samuel Jackson	\$1,345,000	130%	\$345,000	26%	\$670,000	49.8%	120	\$5,583.33	38	9	2	6.90%	\$35,395	\$9,079
Irfan Salir	\$1,545,000	145%	\$567,000	37%	\$780,000	50.5%	134	\$5,820.90	46	7	3	7.69%	\$33,587	\$12,326
Naazneen Boochoa	\$1,200,000	110%	\$435,000	36%	\$560,000	46.7%	144	\$3,888.89	45	8	2	5.41%	\$26,667	\$9,667
Thai Son	\$1,567,000	140%	\$670,900	43%	\$670,000	42.8%	123	\$5,447.15	43	5	1	2.63%	\$36,442	\$15,602
Scott Tucker	\$2,120,000	180%	\$790,000	37%	\$700,000	33.0%	192	\$3,645.83	29	8	3	14.29%	\$73,103	\$27,241
Jim Billings	\$2,345,667	190%	\$890,000	38%	\$715,600	30.5%	182	\$3,931.87	28	9	5	26.32%	\$83,774	\$31,786
Garrett Rice	\$2,345,666	190%	\$967,000	41%	\$678,222	28.9%	176	\$3,853.53	23	3	2	10.00%	\$101,985	\$42,043

SUMMARY	#####	155%	\$4,664,900	37%	#####	38.29%	1071	\$4,457.35	252	49	18	8.87%	\$49,478	\$18,512
----------------	-------	------	-------------	-----	-------	--------	------	------------	-----	----	----	-------	----------	----------