

Commercial Loans Outstanding per Commercial Loan Officer

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Commercial Loans Outstanding per Commercial Loan Officer

Definition & Measurement Details



What is Commercial Loans Outstanding per Commercial Loan Officer?

The total dollar amount of commercial loans managed (i.e., “outstanding”) by the bank at a certain point in time divided by the number of commercial loan officers working for the bank. Commercial loan officers are considered to be individuals who are responsible for attracting new loan business.

Why should this KPI be measured?

Commercial Loans Outstanding per Commercial Loan Officer measures the total dollar amount of outstanding, managed loans in relation to the number of commercial loan officers working for the bank at the time.

How is this KPI calculated?

Two numbers are used to calculate this KPI: (1) the total dollar amount of commercial loans managed by the bank at a certain point in time, and (2) the number of commercial loan officers working for the bank.

ABRIDGED CONTENT
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Commercial Loans Outstanding per Commercial Loan Officer

Benchmarks & Characteristics of High Performers



Commercial Loans Outstanding per Commercial Loan Officer

Total Dollar Amount of Commercial Loans Managed / Number of Commercial Loan Officers



Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

How to read this chart: This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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