

Sales Representatives per Sales Support Employee

Benchmarks, Definition & Measurement Details

**SAMPLE
CONTENT & DATA**



Sales Representatives per Sales Support Employee

Definition & Measurement Details



What is Sales Representatives per Sales Support Employee?

The number of sales representatives divided by the total number of sales support employees working for the company over the same period of time. Sales Support employees are typically responsible for performing administrative activities, such as printing, scanning, drafting sales proposals, scheduling meetings, etc., related to the activities performed by sales representatives (both inside and outside sales representatives).

Why should this KPI be measured?

Sales Representatives per Sales Support Employee measures the number of sales representatives supported by each individual Sales Support employee. A lower than average value may be related to process

How is this KPI calculated?

Two values are used to calculate this KPI: (1) the number of sales representatives, and (2) the total number of sales support employees working for the company over the same period of time. Sales Support

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Sales Representatives per Sales Support Employee

Benchmarks & Characteristics of High Performers



Sales Representatives per Sales Support Employee

Number of Sales Representatives / Total Number of Sales Support Employees



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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