Span of Control: Sales

Benchmarks, Definition & Measurement Details





Span of Control: Sales

Definition & Measurement Details



What is Span of Control: Sales?

The average number of sales representatives reporting to each manager working within the Sales function.



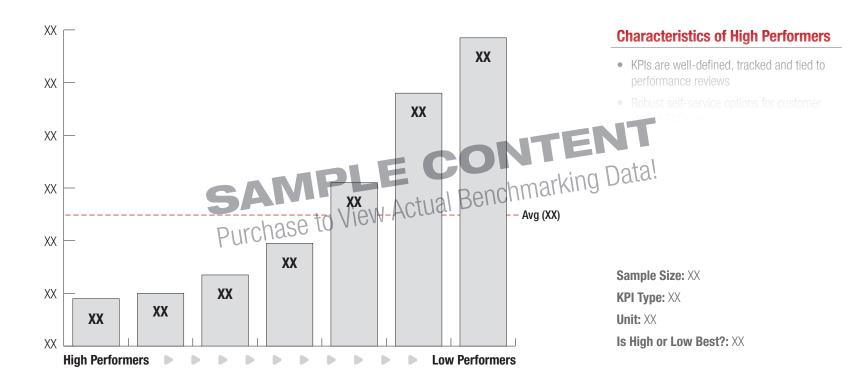
Span of Control: Sales

Benchmarks & Characteristics of High Performers



Span of Control: Sales

Number of Sales Representatives / Number of Sales Managers



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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