

Some of the current issues facing Sales and Business Development Managers

- ∅ How to motivate and measure the Team?
- ∅ How to monitor the Sales Plan?
- ∅ How to get Sales Reports that mean something?
- ∅ How to deliver the numbers to the Board?
- ∅ How to reward and incentivise the Team?

- > **RadianScore** measures progress across the 4 Phases of the sales cycle not just the number of calls and orders closed but also the quality of the work done.
- > Team Performance Programs can be introduced which you and the Team will trust because of the visibility provided.
- > **RadianScore** provides innovative graphical reports based on an objective driven programme of 'Objective – Result – Action' – no more meaningless 'postcards' from the team.
- > The 'numbers' are an outcome of all the things the Team achieves. Get them right and the numbers will come right. **RadianScore** gives you a range of tools to deliver the financial results.
- > **RadianScore** provides you with innovative opportunities to reward and incentivise your team by focusing on the activities that will make the biggest impact.

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