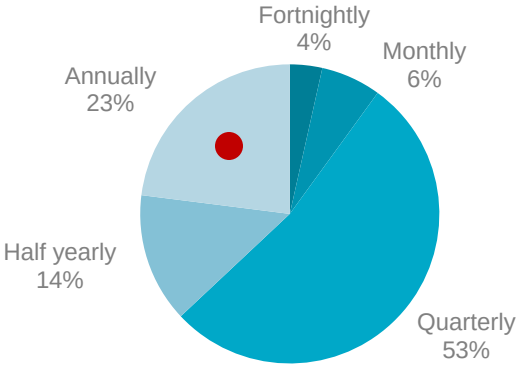
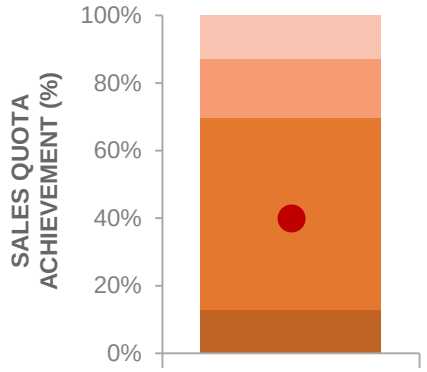
AUSTRALIAN SALES INCENTIVE SURVEY 2019

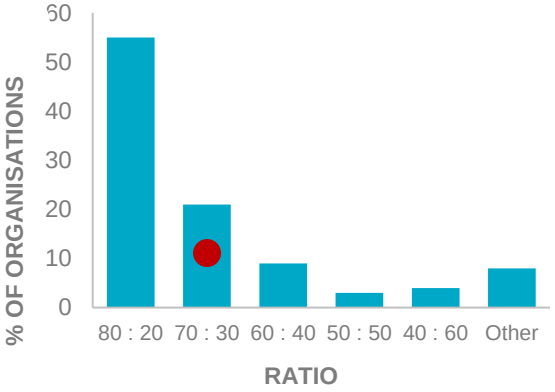
INSIGHTS DASHBOARD

ABC COMPANY LTD

SAMPLE ONLY







PAYOUT FREQUENCY

This is the frequency of employees receiving sales incentive payments

Most plans pay out on a quarterly basis. **ABC Company's** payout frequency is different to the majority of the market.

PERFORMANCE THRESHOLD

This is the minimum sales achievement for earning incentive

Most plans require at least 80% achievement of sales quotas before an incentive can be earned. **ABC Company** is below the typical threshold required for an incentive to be earned by the majority of the market.

COMPENSATION MIX

This is the ratio of fixed remuneration to variable reward

The market median compensation mix for sales professionals is 80% Fixed and 20% Variable. **ABC Company's** target compensation mix has a higher proportion of variable compensation than the majority of the market.

● ABC Company results