Leaderboard

Product Sales Leaderboard Including Achieved Value and Target

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	1	2	3	4	5	6	7	8
	$4,567	$1,654	$1,234	$1,233	$1,111	$1,000	$900	$950

	Monthly Starts				Target	%Achieved	Products	Value
1	Name				$1,000	456%	45	$4,567
2	Name				$1,000	%	20	$1,654
3	Name				$1,000	%	5	$1,234
4	Name				$1,000	%	5	$1,233
5	Name				$1,000	%	5	$1,111
6	Name				$1,000	%	5	$1,000
7	Name				$1,000	%	5	$900
8	Name				$1,000	%	5	$950

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- A design pattern known as a **leaderboard** includes a set of rankings that show performance in a certain area or overall standings.
- By clearly displaying users' performance in comparison to others, it helps to foster competition.

Sales Leaderboard with Team Name and Revenue

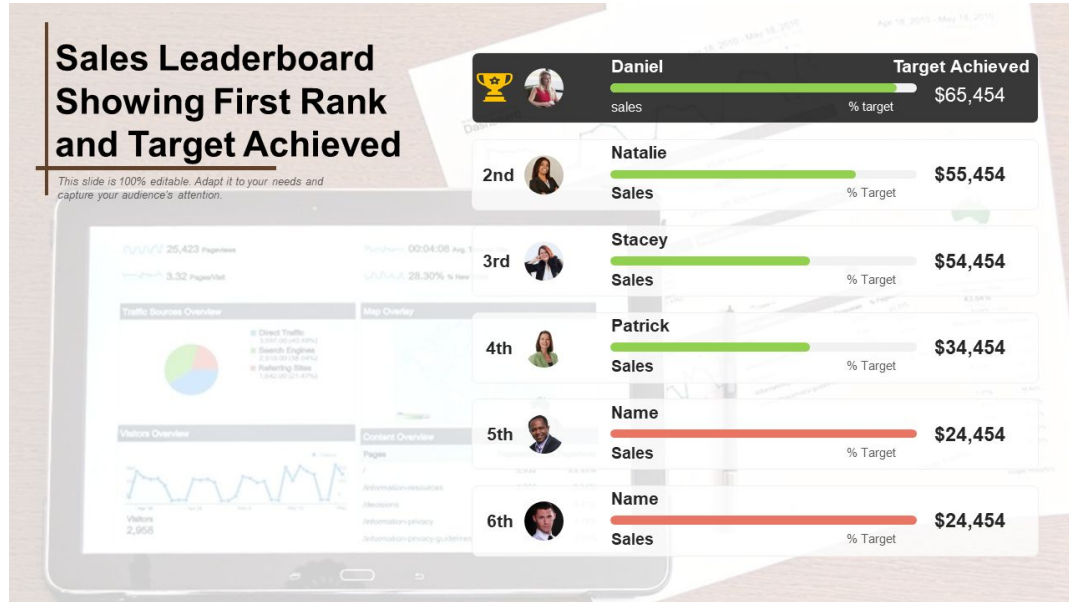This slide is 100% editable. Adapt it to your needs and capture your audience's attention.

Rank	Employee	Team	Revenue	Units
🏆	Employee Name	Outbound	$8500	15
2	Employee Name	Outbound	$5500	14
3	Employee Name	Inbound	$6500	11
4	Employee Name	Inbound	$7500	10

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Leaderboard must convey:

- List the participants in order of highest to lowest score for a set number of competitors.
- Enable rated users to see who the top achievers are in a category or overall in a highly competitive community.

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Quarterly Sales :

- The increase in a company's sales from one quarter to the next is measured by **quarterly revenue growth or quarterly sales.**
- The sales of subsequent quarterly periods or the quarter of one year in comparison to the same quarter of another year might be examined by analysts.
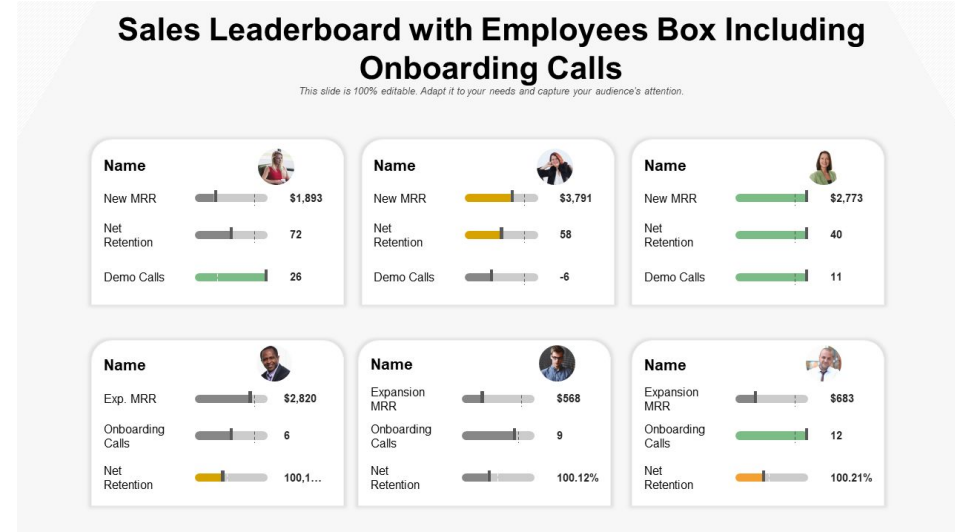
Leaderboard Including Quarterly Sales and Leads Converted

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My Sales Team This Quarter			Total Sales	Leads Converted	Deal Closed
1		Employee Name	100,000 Total Sales	5 Leads Converted	3 Deal Closed
2		Employee Name	50,000 Total Sales	4 Leads Converted	2 Deal Closed
3		Employee Name	Text Here	Text Here	Text Here
4		Employee Name	Text Here	Text Here	Text Here

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- A sales leaderboard is a software program used to monitor how well a sales team is doing in relation to corporate objectives.
- **Sales leaderboard**s make it simple to identify which members of a sales team are in front of or behind target by displaying individual performance side by side.

Sales Leaderboard with Employees Box Including Onboarding Calls
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Name		
New MRR		$1,893
Net Retention		72
Demo Calls		26

Name		
New MRR		$3,791
Net Retention		58
Demo Calls		-6

Name		
New MRR		$2,773
Net Retention		40
Demo Calls		11

Name		
Exp. MRR		$2,820
Onboarding Calls		6
Net Retention		100,1…

Name		
Expansion MRR		$568
Onboarding Calls		9
Net Retention		100.12%

Name		
Expansion MRR		$683
Onboarding Calls		12
Net Retention		100.21%

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Benefits of Sales Leaderboards:

- The Coaching Model is Enhanced.
- Creating a positive, competitive team environment .
- Enhanced Workforce Engagement.
- Real-time feedback.

Sales Leaderboard including Phone Calls and Revenue Generated

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💼	🏆 Name	Name	Name	Name
Sales Leaders Week of May 1, 2019				
Phone Hours	122	144	157	89
Closed Deals	5	4	2	1
Revenue	$11k	$8k	$7k	$2k

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FAQs

How to create a leaderboard?

- Go to Configurator > Leaderboards to get started.

- To create a new leaderboard, click. Opens the Add Leaderboard page:

- Insert the leaderboard information.

- Click to Add a Running Total to the Leaderboard in the Fields panel.

- Now enter the Running Total information.

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- Click , save and close the updated leaderboard.

What is the importance of leaderboards?

- Encourage competition

- let players define goals

- give feedback .

What is the purpose of sales leaderboard?

- To monitor how well a sales team is doing in relation to corporate objectives.

- To simplify the identification of which members of a sales team are in front of or behind target by displaying individual performance side by side.

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