

Sales Rep Commission

System Configuration> General> Sales Rep Commission

Sales Rep Commissions are financial incentives that companies offer to their sales representatives based on the sales performance of the individual. Commissions are a common and effective way to motivate sales reps to achieve specific targets and contribute to the company's revenue goals.

The structure of sales commissions can vary widely and this is why it is important for both the company and the sales reps to have a clear understanding of how the commission plan works. This is why it is crucial to set sales rep commission.

Only Commission Groups are displayed for selection in the various drop downs throughout the program .e.g. Debtor Setup - Commission, Quotes, Sales Orders etc

Sales Rep Commission

Search

Add

Edit

Delete

Sales Rep. Target

Print Grid

Sales Rep Entity:

Active:

☒

Sales Rep Entity

Commission Group

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Page

1

of 1

>

>>

Remove Paging:

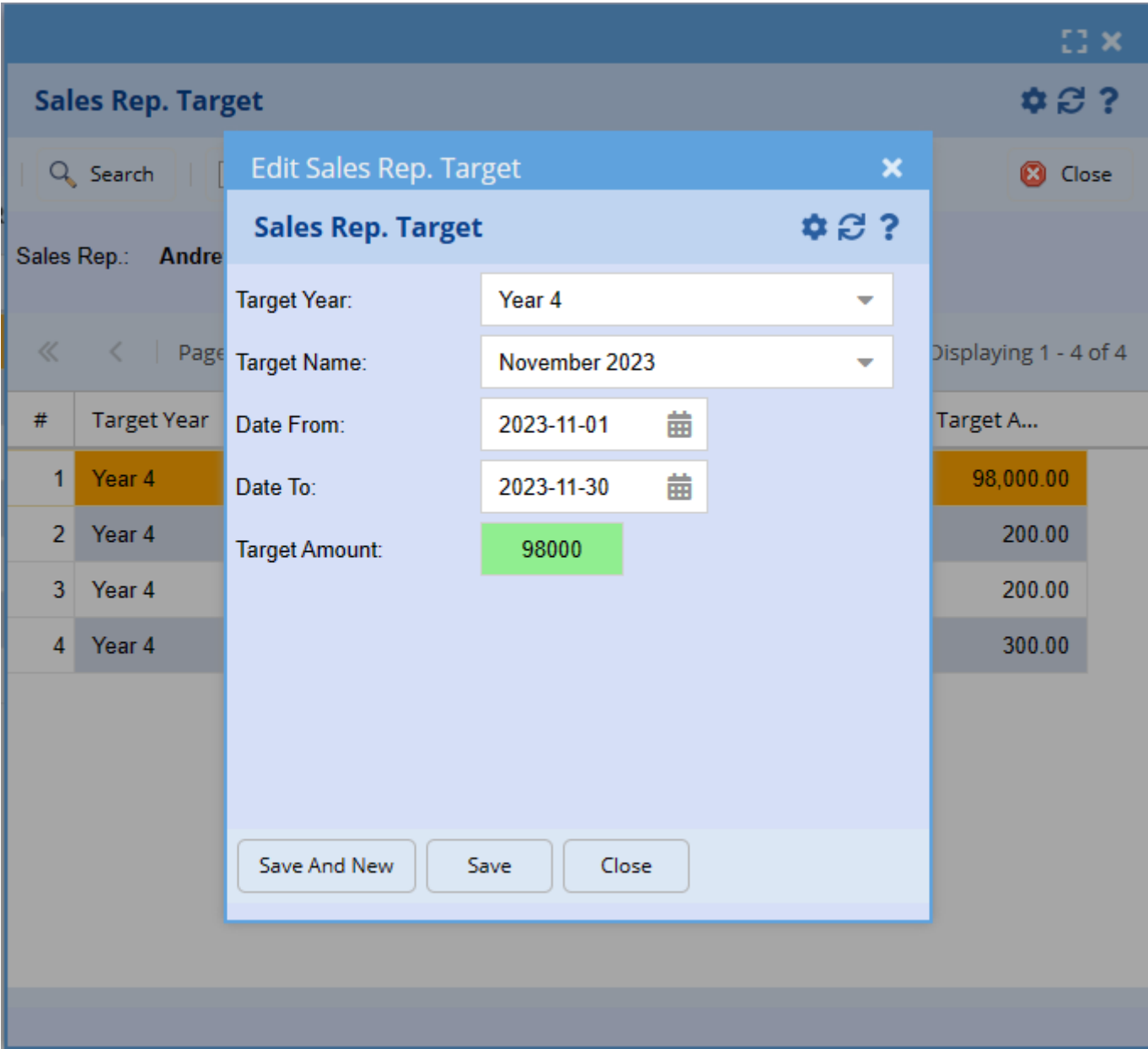
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#	Code	Type	Calculation
1	Andrew	Turnover	Band
2	Company	Turnover	Range
3	Erica Molefe	Turnover	Band
4	Gerrit	Turnover	Band
5	Imraan	Turnover	Band
6	Otsile	Turnover	Band
7	Thabile	Turnover	Band

Sales Rep Target	Sales Rep Targets are set up for key performance indicators
Sales Rep Entity	Shows the rep entities
Commission Group	Shows commission groups

Sales Rep Target

Sales rep targets, also known as sales targets or quotas, are specific, measurable goals set for sales representatives to achieve within a defined period.



Target Year	Add Target year
Target Name	Add target name
Date From	Enter start date
Date To	Enter end date

Target Amount	Enter target amount
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Sales Rep. Entity Tab

Each Sales Rep employed by the company or any entity that could earn commission as a result of sales must be created under sales Rep Entity

Edit Sales Rep. Entity

Sales Rep Entity

Search

Add

Edit

Delete

Print Grid

Add Year Budget

Close

Sales Rep Entity

Targets

Linked Brands

Description:

Gerrit

Active:

☒

Entity Type:

Turnover

Entity Calculation:

Band

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Page

1

of 1

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Displaying 1 - 2 of 2

#	Percent...	From A...	To Amount
1	10.00	1.00	1 000 000.00
2	50.00	1.00	10 000.00

Description	The sales rep’s name or the entity that would be executing the sales
Active	When the tick box has been ticked, the Sales Rep Code will appear on all Sales Rep drop down selections. If not ticked the Sale Rep Code will not be displayed
Entity Type	Select entity type on the drop down
Entity Calculation	Will the entity receive commission on a Sales Range or Sales Band, e.g. Range / Band

Sales Rep Entity Values

This is where you set up commission values and percentage

Sales Rep Entity

Sales Rep Entity Values

Percentage:

10

Amount From:

48000

Amount To:

5000000

Save and New

Save and Close

Save

Close

Percentage	Add a percentage that a sales rep will receive if they reach their target amount
Amount From	Add the start amount that a sales rep should reach before earning a commission
Amount To	Add a to amount for sales rep commission

Commission Group Tab

The Commission Group set consists of setting up either a Sales Rep as a group or creating a group that will receive a commission for sales.

Edit Commission Group

Commission Group

Add

Edit

Delete

Close

Code:

Fred

Description:

Fred

Points Value:

60

Active:

☒

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Page

1

of 1

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Displaying 1 - 2 of 2

#	Percent...	Description	Type	Calculation
1	50.00	Andrew	Turnover	Band
2	50.00	Thabile	Turnover	Band

Save

Close

Code	The code can be either a sales rep name or a name, code or word to identify a group that will be receiving commission
Description	Description of the name, code or word used in the Code.
Point Value	
Active	When the tick box has been ticked, the Sales Rep Code will appear on all Sales Rep drop down selections. If not ticked the Sale Rep Code will not be displayed
Grid	This indicates the target allocated to a sales rep

Entity Calculations Explained

Select the Sales Rep. Entity from the dropdown options. The Sales Rep. Type and Calculation are available in the dropdown from the previous setup under Sales Rep. Entity.

Edit Sales Rep. Entity

Sales Rep Entity

Search

Add

Edit

Delete

Print Grid

Add Year Budget

Close

Sales Rep Entity

Targets

Linked Brands

Description:

Gerrit

Active:

☒

Entity Type:

Turnover

Entity Calculation:

Band

Band

Range

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Page 1 of 1

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Refresh

Displaying 1 - 2 of 2

#	Percent...	From A...	To Amount
1	10.00	1.00	1 000 000.00
2	50.00	1.00	10 000.00

Commission group

Percentage	Code	Type	Calculation
50	James	Turnover	Range
50	Philip	Turnover	Range

Turnover and Range

First Calculation: (Sales Rep entity)

Sales Rep, "James", Sales Turnover 80,000.00 at 15% result Total Commission 12,000.00.

Second Calculation (Commission Group)

"James" receives 100% of the commission calculated in First Calculation, based on the "James" Commission Group result 12,000.00

"James" receives 50% of commission calculated in First Calculation, based on "James and Philip" Commission Group result 6,000.00

Turnover and Bands

First Calculation: (Sales Rep entity)

Sales Rep, "James", Sales Turnover 80,000.00.

e.g. Bands

5% up to 25,000.00 = 1,250.00

10% up to 50,000.00 = 5,000.00

15% up to 75,000.00 = 9,000.00

15% up to 80,000.00 = 750.00

Total Commission 16,000.00

Second Calculation (Commission Group)

"James" receives 100% of the commission calculated in First Calculation, based on the "James" Commission Group result 16,000.00

"James" receives 50% of commission calculated in First Calculation, based on "James and Philip" Commission Group result 8,000.00

Profit and Range

This calculation is based on deducting Cost of Sales from the Turnover (Total Invoiced amount) e.g.

Sales Rep, "James", Sales Turnover R80,000.00.

Turnover	80,000.00
Cost of Sales	65,000.00
Profit	15,000.00

First Calculation: (Sales Rep entity)

Sales Rep, “James”, Sales Turnover 15,000.00 at 15% result 2,250.00.

Second Calculation (Commission Group)

“James” receives 100% of the commission calculated in First Calculation., based on the “James” Commission Group result 2,250.00

“James” receives 50% of commission calculated in First Calculation. Based on “James and Philip” Commission Group result 1,125.00

Profit and Bands

Sales Rep, “James”, Sales Turnover 80,000.00.

Turnover	80,000.00
Cost of Sales	65,000.00
Profit	15,000.00

5% up to 15,000.00 = 750.00

Total Commission 750.00

Second Calculation (Commission Group)

“James” receives 100% of the commission calculated in First Calculation., based on the “James” Commission Group result 750.00

“James” receives 50% of commission calculated in First Calculation. Based on “James and Philip” Commission Group result 375.00