Benchmark						
Achieving 70% of benchmark or target is min criteria. Achieving 90% of set target of benchmark is good, Achieving more than 90% is great						
Enterprise Sales KPI's (As Team)	Weightage	**Enterprise Sales Manager KPI's (Individual)**	Weightage		**HOD Duties and Responsibilities**	
Team Revenue Target		Individual Revenue Target	50.00%		Daily morning and evening reports	
Number of Deals Closed		Number of Deals Closed	25.00%		Resolving queries of team	
Average Revenue Per Deal		Average Revenue Per Deal	15.00%		Handling team escalations	
New Account Win Rate		Manager Score	10.00%		Ensure team attendance and discipline	
Stage One Opportunity Creation (Webinars)			100.00%		Training team weekly	
Expansion to New MarketPlaces					PLG and CRM proper implementation	
Contraction in MarketPlaces						
Revenue Loss due to Contraction						
Churned Revenue (Lost to Competion) Vs No of Accounts Churned						
Net Revenue Gain / Loss due to Expansion or Contraction						
		Enterprise Sales Manager Incentive	Target	Percentage		
		Min target achieved				
		Avg target achieved				
		Max target achieved				