Industry Sales Force Compensation

Nexus Inc. Quarter 6

Your employees and those of other companies are always seeking better compensation.

YOUR TASK

Each quarter, you can revise the compensation package for your sales force. Compare your firm to your competition and the norm for the industry. The higher you are above the norm, the more motivated your employees will be to succeed, and consequently, the more effective they will be in the field.

Note any changes in what is important to sales people today.