Can you create a very quick excel spreadsheet for gamification of my sales team's incentivization. The incentization should work in a manner such that my Sales team does desired activities, gets a score and there is a dynamic leaderboard. I should be able to change the setting for rewarding any time in the future when I believe there are some items where they should contribute more.

I want to incentivize the sales and account management team separately. So the scoring should be separate for Sales and Account Management. The scoring frequency should be weekly and award should be given on monthly basis

can you please create an easy app that I can host in Github and execute on Vercel. I would need code from you to create a UI for SAM team to enter the values in a front end, a backend for me (admin to change calculation scores), dates, add or remove SAM team members with their region, BU etc and a dashboard for showcasing leader board. The data should be stored on a date wise format with activity dropdown, SAM name, Client type - Must Grow, Client or prospect type - Must Win, Prospect High, Prospect low etc.

My parameters for this are as below –

|  |  |  |  |
| --- | --- | --- | --- |
| Sr No | Activity | Eligible SAM | Score |
| 1 | Inviting Must Win account in a Digital Event (IEF / TL) | Sales | 100 |
| 2 | Attendance of Must Win account’s target persona in a Digital Event | Sales | 200 |
| 3 | Inviting Must Win account in a Physical Event (IEF / TL) | Sales | 100 |
| 4 | Attendance of Must Win account’s target persona in a Physical Event | Sales | 200 |
| 5 | Inviting Prospect High account in a Digital Event (IEF / TL) | Sales | 75 |
| 6 | Attendance of Prospect High account’s target persona in a Digital Event | Sales | 125 |
| 7 | Inviting Prospect High account in a Physical Event (IEF / TL) | Sales | 75 |
| 8 | Attendance of Prospect High account’s target persona in a Physical Event | Sales | 125 |
| 9 | Inviting Prospect Low account in a Digital Event (IEF / TL) | Sales | 50 |
| 10 | Attendance of Prospect Low account’s target persona in a Digital Event | Sales | 100 |
| 11 | Inviting Prospect Low account in a Physical Event (IEF / TL) | Sales | 50 |
| 12 | Attendance of Prospect Low account’s target persona in a Physical Event | Sales | 100 |
| 13 | Handover of asset to Must Win target persona | Sales | 100 |
| 14 | Handover of asset to Prospect High target persona | Sales | 75 |
| 15 | Handover of asset to Prospect Low target persona | Sales | 50 |
| 16 | Testimonial from Must Grow target persona | Account Manager | 150 |
| 17 | Testimonial from Must Grow non target persona | Account Manager | 100 |
| 18 | Testimonial from Client target persona | Account Manager | 75 |
| 19 | Testimonial from Client non target persona | Account Manager | 50 |
| 20 | Inviting Must Grow target persona for office visit | Account Manager | 150 |
| 21 | Inviting Must Grow account in a Digital Event (IEF / TL) | Account Manager | 75 |
| 22 | Attendance of Must Grow account’s target persona in a Digital Event | Account Manager | 125 |
| 23 | Inviting Must Grow account in a Physical Event (IEF / TL) | Account Manager | 75 |
| 24 | Attendance of Must Grow account’s target persona in a Physical Event | Account Manager | 125 |
| 25 | Inviting Client account in a Digital Event (IEF / TL) | Account Manager | 50 |
| 26 | Attendance of Client account’s target persona in a Digital Event | Account Manager | 75 |
| 27 | Inviting Client account in a Physical Event (IEF / TL) | Account Manager | 50 |
| 28 | Attendance of Client account’s target persona in a Physical Event | Account Manager | 75 |
| 29 | Handover of asset to Must Grow target persona | Account Manager | 75 |
| 30 | Handover of asset to Client target persona | Account Manager | 50 |
| 31 | Encourage clients to engage on social media (Like, Share or comment) | Account Manager | 100 |
| 32 | Self social media engagement (Like, Share or comment) | Sales | 25 |
| 33 | Self social media engagement (Like, Share or comment) | Account Manager | 25 |
| 34 | Case study inputs from Must Grow | Account Manager | 100 |
| 35 | Case study inputs from client | Account Manager | 50 |
| 36 | Generate referrals / introductions to new prospects | Account Manager | 150 |
| 37 | Facilitate joint PR / success story opportunities | Account Manager | 150 |
| 38 | Contribute content ideas for PR | Sales | 150 |
| 39 | Post original LinkedIn updates tagging clients and company | Account Manager | 100 |
| 40 | Contribute content ideas for PR | Account Manager | 150 |

Sales and account Management team list

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Sr No | BU | Region | Sales or Account Manager | Name |
| 1 | Enterprise | NA | SAM | Shylaja |
| 2 | Enterprise | NA | SAM | Siddhesh |
| 3 | Enterprise | NA | SAM | Manish R |
| 4 | Enterprise | NA | SAM | Milind D |
| 5 | Enterprise | NA | SAM | Ankur G |
| 6 | Enterprise | NA | SAM | Mohit S |
| 7 | Corporate | NE | Sales | Anant B |
| 8 | Corporate | NE | Sales | Shubhan D |
| 9 | Corporate | NE | Sales | Rupali A |
| 10 | Corporate | NE | Sales | Rishabh T |
| 11 | Corporate | NE | Account Manager | Vineet R |
| 12 | Corporate | NE | Account Manager | Aman T |
| 13 | Corporate | NE | Account Manager | Arun G |
| 14 | Corporate | NE | Account Manager | Hamza H |
| 15 | Corporate | NE | Account Manager | Vivekanand A |
| 16 | Corporate | W | Sales | Abhishek J |
| 17 | Corporate | W | Sales | Bhawna |
| 18 | Corporate | W | Sales | Rahul K |
| 19 | Corporate | W | Account Manager | Ankita G |
| 20 | Corporate | W | Account Manager | Aditya M |
| 21 | Corporate | W | Account Manager | Anpriya L |
| 22 | Corporate | W | Account Manager | Ashif K |
| 23 | Corporate | W | Account Manager | Gourab R |
| 24 | Corporate | W | Account Manager | Maithili S |
| 25 | Corporate | W | Account Manager | Palakh K |
| 26 | Corporate | W | Account Manager | Yash P |
| 27 | Corporate | S | Account Manager | Arindham D |
| 28 | Corporate | S | Account Manager | Gokul R |
| 29 | Corporate | S | Account Manager | Umasankar P |
| 30 | Corporate | S | Account Manager | Niaz R |
| 31 | Corporate | S | Sales | Pradeep R |