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Sales Performance Management System

Proprietary Statement

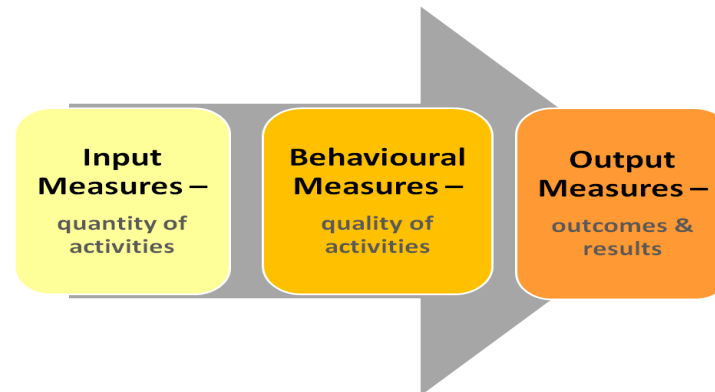
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Sales Performance Management System

The Barrett Performance Management System is an end-to-end sales behaviour management system designed to maximise the performance of sales people. It provides a framework and process to create a robust yet straightforward performance management system that can be implemented by a Sales Manager.

Effective performance management systems begin with data collection and measurement (assuming goals and strategy have been set), yet many organisations measure only one variable, sale results. Whereas, the Barrett Performance Management System measures sales results and also two additional critical variables, input measures and behavioural measures. The framework means this is done in a consistent and structured way.



Why the Barrett Performance Management System?

- Template driven allowing the focus to be on the person rather than just the process
- Developed from Australian and International research
- Uses Barrett Sales Competency Dictionary to give behavioural and qualitative measurements
- Off-the-shelf or ask us how it can also be customised to your business using job design
- Easy to implement and manage



Sales Performance Management System

The BARRETT Sales Performance Management System (BSPMS) is an end-to-end sales behaviour system designed to maximise the performance of your sales staff. The BSPMS is: Template driven; Research based; Offered stand alone or fully supported; Customisation option (pick and pack - mix and match)

The BSPMS provides the framework and processes for any manager of sales people to implement a robust yet non-complicated performance management system. Effective performance management systems begin with data collection and measurement (assuming goals and strategy have been set), yet most organisations measure one variable. That is they focus on and measure sales results only. The BSPMS measures sales results but also focuses on two additional critical variables namely, input measures and behavioural measures with a framework to do so on a consistent and structured basis.

THE BSPMS provides robust sales based performance measures

Input & Output Measures

Over 20 inputs & 20 outputs to chose from
Configurable to your role requirements

Behavioural Measures

Research validated Sales behavioural competencies
Configurable to your role requirements

The BSPMS provides detailed templates for each aspect of model

Provides centralised data / document management

- Available in soft copy (PDF and Docx)
- Word macro supported automatic data population
- Unlimited use / reuse

Implementation Options:

- Provide Template and Menu of Input Measures, Output Measures and Behavioural Competencies to select and populate the templates.
- Provide Template plus 2 - 3 hours consulting, one on one, to select measures from the menu.
- Provide Template plus conduct a half day workshop with Manager(s) and high performing sales to workshop best mix of measures.

For further information please contact us on: (+61) 03 9532 7677 or contact @barrett.com.au