

Quick Guide to Goals

Keep each other motivated and understand the work other teams are doing to help the organization achieve success.

DEPARTMENT GOAL More Close & Archive Post an Update

Accelerate recurring revenue growth this quarter

Public 07/14/2017 9 People Department: Sales Department: Technology

Goal Progress 76%

KEY RESULTS + New Key Result

- \$1.1M / \$2M** Deliver \$2M in subscription revenues
- \$10 / \$14** Get revenue-per-user to \$14
- 3 / 3** Hire 3 new inside sales people

Update Progress Give Recognition

What progress have you made on this goal?

Update Progress

1,112,000	/ \$2,000,000	Deliver \$2M in subscription revenues
10	/ \$14	Get revenue-per-user to \$14
3	/ 3	Hire 3 new inside sales people

Add image or YouTube video (Optional)

Post Show in Home Newsfeed

You posted an update to **Accelerate recurring revenue growth this quarter (76% Complete)**

Hire 3 new inside sales people increased to 3 / 3 (+1)

5 days ago

Just hired a new Sales Manager for the NW territory. She's going to be great!

AWESOME!

Tracking Due in 23 days

100 75 50 25 0

May '17 Jun '17 Jul '17

Aligned Goals

- Achieve \$150 million in total company revenue this ye...
- Accelerate recurring revenue growth this quarter**
- Attain a 96% renewal rate on current client list of ...
- Attain 50 million in revenue
- Lead 5 product demos per week
- Model X performance at launch equivalent to our ...

People

OWNER ?

Roger Richardson VP of Sales

CONTRIBUTORS (4) ?

- Debra Douglas** CTO
- Sammy Sonaz** Regional Sales Manager
- Tracy Truman** Regional Sales Manager
- Zane Zander** Regional Sales Manager

OBSERVERS (0) ?

make them public & set a due date

clearly state goals

align with the organization

update goal progress regularly

comment & like updates

Questions? Check out our Goals Help Library:
<http://bit.ly/2ttgc0K>

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