

Account executive compensation plan worksheet

Record approved pay, quota, credit, payout, ramp, and exception rules in one place.

<https://accountexecutivejobs.com/blog/hiring-salespeople/account-executive-compensation-plan>

Annual base and currency

Approved term

Worked example

Approver

Annual target variable pay

Approved term

Worked example

Approver

OTE at target

Approved term

Worked example

Approver

Quota amount and period

Approved term

Worked example

Approver

Credited sales measure

Approved term

Worked example

Approver

Commission rate or tiers

Approved term

Worked example

Approver

Earning event

Approved term

Worked example

Approver

Payment timing

Approved term

Worked example

Approver

Shared deal credit

Approved term

Worked example

Approver

Cancellation treatment

Approved term

Worked example

Approver

Ramp quota

Approved term

Worked example

Approver

Ramp guarantee terms

Approved term

Worked example

Approver

Accelerators and caps

Approved term

Worked example

Approver

Plan changes and communication

Approved term

Worked example

Approver
