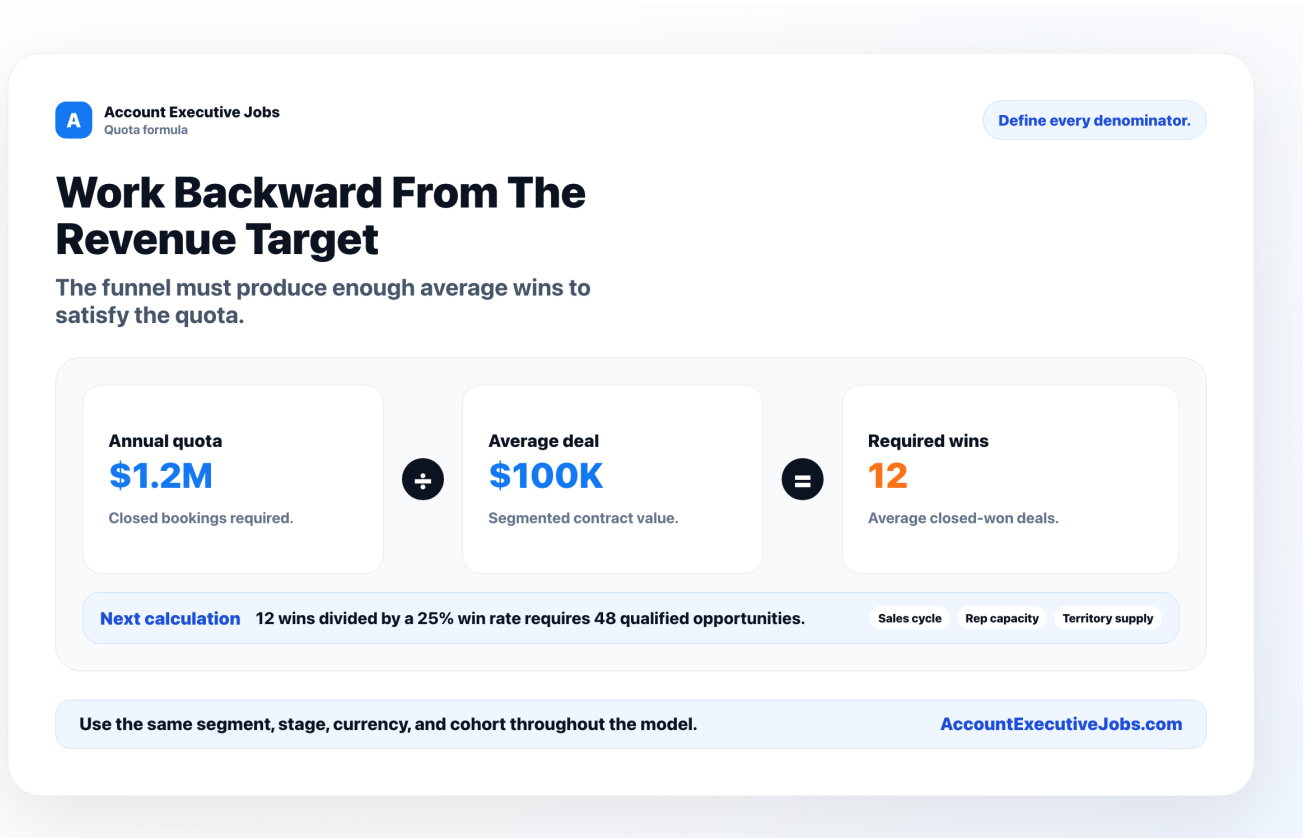


Sales Quota Backward Math

Sales quota formulas for converting a bookings target into required wins and qualified opportunities.

<https://accountexecutivejobs.com/blog/sales-management/how-to-set-a-realistic-sales-quota>



Use this reference

Read the full guide for the context behind this visual. The original illustration and its source belong together when you share it.

Notes