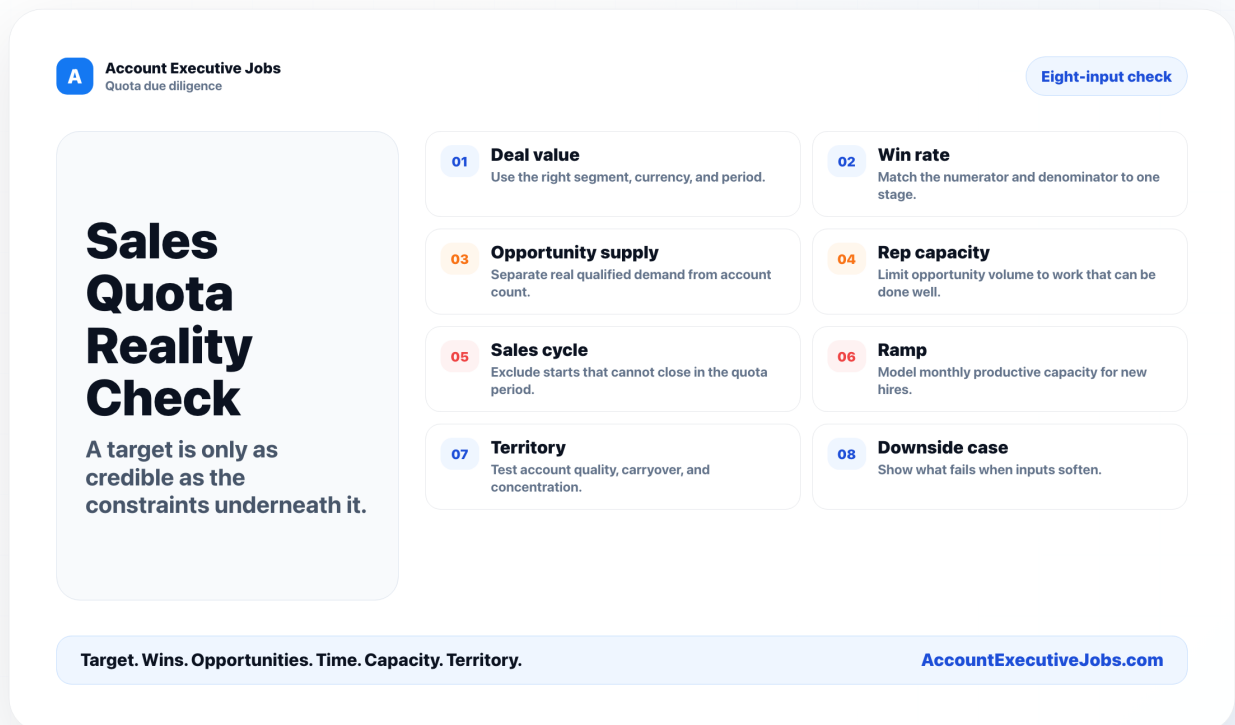


Sales Quota Reality Check

Sales quota reality check covering deal value, win rate, opportunity supply, capacity, sales cycle, ramp, territory, and downside cases.

<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