

Sales Management and Accountability Systems

Get GRAFF to work with you to design and implement an effective Sales Management and Accountability System. We will provide your organization with the systems and skills to significantly improve every employee's sales performance.

You'll first learn to identify and reward your stars. Then, you'll pinpoint those employees whose performance requires specific coaching so that long-term performance problems don't "slip through the cracks". You can improve every employee's effort on the sales floor.

This system focuses on:

- Implementing and managing an effective sales goal process – monthly, weekly, daily and hourly.
- Objective evaluation of both individual and team performance, based on key retail sales statistics that are available for every store.
- Clearly defining expectations for all employees and holding them accountable for achieving success.
- Strategies for identifying individual training needs.
- Solutions for poor sales performance.

We've proven time and again that by tracking the right metrics and integrating them into the store's coaching systems, that you can drive results.

If you want to be in the game, you need a proper Sales Management and Accountability System.

Get serious about staff performance. Get GRAFF.